

# 700-020<sup>Q&As</sup>

Cisco Video Sales Essentials

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## QUESTION 1

What can a Cisco solution enable a manufacturing industry customer to do?

- A. Collaborate with other educational institutions and organizations.
- B. Improve collaboration between employees and branch offices.
- C. Improve access to interpreters for specialized languages.
- D. Accelerate production issue resolution.

Correct Answer: B

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## QUESTION 2

What is a unique feature of UCM?

- A. Firewall traversal for premise-based solutions.
- B. Persistent content available to room participants.
- C. Advanced video routing on video-only networks.
- D. Support of unified communications with contact center.

Correct Answer: D

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## QUESTION 3

What is a unique feature of Spark?

- A. Firewall traversal for premise-based solutions.
- B. Persistent content available to room participants.
- C. Advanced video routing on video-only networks.
- D. Support of unified communications with contact center.

Correct Answer: B

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## QUESTION 4

What is a common manufacturing industry need?

- A. Building guest loyalty through customer satisfaction.
- B. Offering more ways for students to connect to experts.

- C. Addressing increased global competition.
- D. Simplifying personal services for customers.

Correct Answer: D

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## QUESTION 5

How can you address a customer's previous investment in Microsoft Skype for Business?

- A. Show them that Jabber is better than Skype.
- B. Explain that Skype for Business cannot meet all of their needs, and they will eventually have to "rip and replace".
- C. Explain that Cisco's video solutions interoperate with most devices including Skype for Business, so they won't have to "rip and replace".
- D. Offer to cut your price.

Correct Answer: C

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## QUESTION 6

According to Gartner, how much technology spending will be outside of IT by the year 2020?

- A. 50%
- B. 75%
- C. 85%
- D. 90%

Correct Answer: D

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## QUESTION 7

Which call control solution supports messaging, meeting and calling?

- A. Spark
- B. UCM
- C. Expressway
- D. HCS

Correct Answer: A

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## QUESTION 8

What type of endpoint is loaded on a tablet, smartphone, laptop or desktop PC?

- A. Immersive system
- B. Mobile client
- C. Room system
- D. Desktop system

Correct Answer: B

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## QUESTION 9

Which endpoint solutions is used in a conference room or training room?

- A. Room system
- B. Desktop system
- C. Mobile client
- D. Immersive system

Correct Answer: A

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## QUESTION 10

Which on-premise call control solution supports unified communications and contact center?

- A. Expressway
- B. UCM
- C. HCS
- D. Spark

Correct Answer: B

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## QUESTION 11

What is at the center of collaboration?

- A. People
- B. Places
- C. Millennials

D. Meetings

Correct Answer: A

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## QUESTION 12

What can a Cisco solution enable a government or public sector industry customer to do?

- A. Provide face-to-face customer communication methods for competitive advantage, increasing upsell and cross-sell opportunities.
- B. Differentiate guest experiences.
- C. Provide real-time management of critically ill patients by remotely located specialists.
- D. Optimize the citizen experience through enabling face-to-face access to government employees, especially from rural or remote areas.

Correct Answer: D

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## QUESTION 13

Which WebEx Center has polling and break out rooms?

- A. Support Center
- B. Meeting Center
- C. Event Center
- D. Training Center

Correct Answer: D

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## QUESTION 14

What is a common government or public sector industry need?

- A. Providing lifelong learning opportunities.
- B. Addressing higher citizen expectation for communications, services and information access.
- C. Streamlining production processes for more efficient supply chains.
- D. Addressing cost, quality and access to healthcare for patients.

Correct Answer: B

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## QUESTION 15

Which call control solution is designed for advanced video routing on video-only networks?

- A. UCM
- B. HCS
- C. Spark
- D. Expressway

Correct Answer: D

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