

700-105^{Q&As}

Cisco Midsize Collaboration Solutions for Account Managers

Pass Cisco 700-105 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.leads4pass.com/700-105.html>

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Cisco
Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers



QUESTION 1

How does Cisco Collaboration address the need for different endpoints?

- A. by introducing Cisco data center unified computing functionalities to support collaboration requirements.
- B. by offering various different phones
- C. with a consistent user experience regardless of the type or location of the endpoint
- D. by focusing on software clients only O E) by enabling WebEx to support video

Correct Answer: C

QUESTION 2

Which option describes the endpoints that are supported on applications that are included under the Cisco Business Edition 6000 umbrella?

- A. all Cisco voice and video endpoints except Cisco Telepresence room systems
- B. all Cisco voice and video endpoints except Cisco Telepresence EX Series and Cisco Telepresence room systems
- C. all Cisco voice and video endpoints except IEEE 802.11 Wi-Fi endpoints
- D. all Cisco voice and video endpoints

Correct Answer: D

QUESTION 3

Which statement describes the key function provided by Cisco Spark?

- A. Cisco Spark makes it easier to find experts in your organization.
- B. Cisco Spark simplifies teamwork by sharing messages and files, and it lets you meet with different teams, all in one place.
- C. Cisco Spark is available on-premises and in the cloud.
- D. Cisco Spark can be integrated with Microsoft Lync.

Correct Answer: B

QUESTION 4

Which licensing option gives the customer the highest value and best option to grow?

- A. Cisco UWL Enterprise

- B. Cisco UWL Standard
- C. Cisco UCL Professional
- D. Cisco UWL Professional

Correct Answer: D

QUESTION 5

Why is it important to understand the customer strategy and aligned initiatives early in the sales process?

- A. It enables you avoid derailing in IT conversations.
- B. It enables you to be more business relevant with Cisco technical solutions.
- C. It enables you to lock out the competition.
- D. It enables you to charge more for Cisco solutions.

Correct Answer: D

[Latest 700-105 Dumps](#)

[700-105 VCE Dumps](#)

[700-105 Study Guide](#)