700-651^{Q&As}

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Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

Which sales step identifies products that you think benefit the customer needs the most?

A. education

B. qualification

C. introduction

D. rapport

Correct Answer: A

QUESTION 2

For on-premises deployments, which option does Cisco recommend for a consistent one meeting experience and full interoperability?

A. Cisco TelePresence Server

B. Cisco Meeting Server

C. Cisco Expressway

D. Cisco Conductor

Correct Answer: B

QUESTION 3

How is recurring revenue procured?

A. through a time-building model

B. through a one-time transaction

C. through a subscription-based model

D. through massive marketing campaigns

Correct Answer: C

QUESTION 4

Which Cisco UCM version provides access to Spark Hybrid functionality?

A. 10.5 or higher

B. 11.0

C. 9.1 or higher

D. 10.5

Correct Answer: A

QUESTION 5

Which factors help determine the collaboration fit?

A. complexity and interactivity

B. audience size and distribution

C. complexity and duration

D. complexity and audience size

Correct Answer: D

QUESTION 6

How many user profiles does the Cisco UCL Enhanced Plus support?

A. 10

B. 1

C. 5

D. 2

Correct Answer: B

QUESTION 7

Which sales play focuses on B2B and B2C communication?

A. HR

B. facilities

C. entertainment

D. travel

Correct Answer: D

QUESTION 8

Which ability do today\\'s collaboration solutions offer to organizations?

A. to compartmentalize participants into unique meeting experiences

B. to separate video, audio, and web participants into multiple meeting experiences

C. to integrate video, audio, and web participants into single, unified meeting experience

D. to migrate audio participants to video participants in a specific meeting experience

Correct Answer: C

QUESTION 9

Which option is the only constant in the workplace?

A. way people work

B. way information is shared

C. way humans interact with each other

D. way video infrastructure communicates

Correct Answer: D

QUESTION 10

How can dramatic growth of unstructured work be addressed?

A. flexible working environment and shared spaces

B. increasing the number of cubicles

C. decreasing collaboration

D. expand facilities

Correct Answer: A

QUESTION 11

Which option lists the components of Cisco Spark?

A. messaging and meeting

B. messaging, meeting, and collaboration

C. messaging, meeting, and calling

D. messaging, calling, and collaboration

Correct Answer: C

QUESTION 12

Which description of the purpose of activity-based working spaces is true?

A. faster frequent interaction and collaboration among individuals and teams

B. for more formal and important discussions and decision making

C. bringing access to information and collaboration tools closer to the point of work

D. adoption of personal video and telepresence units

Correct Answer: A

QUESTION 13

Which video endpoint series is ideal for small to medium-sized meeting rooms and huddle spaces?

A. SX80 Codec

B. MX Series

C. SX10 and SX20 Series Quick Sets

D. IX Series

Correct Answer: C

QUESTION 14

Why does the millennial generation have a different perspective and expectation on how work is approached?

A. They can relate better to people that other generations.

B. They grew up with the Internet and technology.

C. They have always worked in team environments.

D. They know more about the global economy.

Correct Answer: B

QUESTION 15

Which Cisco UCL plans support all Cisco user devices?

A. Basic and Enhanced

B. Enhanced and Enhanced Plus

C. Essential and Enhanced Plus

D. Essential and Basic

Correct Answer: B

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