

**Exam** : **646-276**

**Title** : Selling Cisco Unified  
MeetingPlace Solutions  
(SMPS)

**Version** : demo

1. A global group of specialized companies employ collaboration services to form a chain to increase their strategic offerings. What is this called?

Select the best response.

- A. globalization
- B. atomization
- C. focalization
- D. specialization

Answer: B

2. Which two business patterns are the strongest indicators of a need for a collaboration solution? (Choose two.)

Select 2 response(s).

- A. Parts suppliers are involved in the design process.
- B. Branch offices regularly receive product briefings.
- C. Management teams often travel.
- D. Development teams are geographically dispersed.

Answer: AD

3. BikeMaster is a growing high-end bicycle manufacturer. Which question is recommended as a first attempt to expose their need for a collaboration standard?

Select the best response.

- A. Which collaboration tools do BikeMaster's suppliers use?
- B. What tool is BikeMaster's main competitor using for collaboration software?
- C. What are the steps of the BikeMaster product development cycle?
- D. Which international standards bodies must BikeMaster adhere to?

Answer: C

4. Which question would most likely be spoken by a prospect ready for Cisco Unified MeetingPlace?

Select the best response.

- A. How do I expand text messaging with customers?
- B. How do I expand video conferencing?
- C. How do I expand online product demonstrations?
- D. How do I expand voicemail in the call center?

Answer: C

5. A company needs to share product schematics for a highly sensitive product under design. Which factor indicates that Cisco Unified MeetingPlace is a good solution?

Select the best response.

- A. There is little network bandwidth available to accommodate schematic viewing.
- B. The schematics are highly sensitive and must be shared behind the firewall.
- C. The schematics must be annotated during the meeting.
- D. There must be a signoff on the schematics during meetings.

Answer: B

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