

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

Cisco Video Sales Essentials

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#### QUESTION 1

Which endpoint provides the highest quality and most natural meeting experience?

- A. MX200
- B. MX800
- C. SX10
- D. IX5000

Correct Answer: D

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#### QUESTION 2

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 3

How many employees admit to bringing other work to meetings?

- A. 20%
- B. 45%
- C. 55%
- D. 70%

Correct Answer: D

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#### QUESTION 4

What can a Cisco solution enable a travel leader line of business customer to do?

- A. Keep employees up-to-date on regulatory requirements.
- B. Provide a face-to-face experience that makes the work stream productive.

C. Improve access to primary and specialist caregivers.

D. Improve supply chain agility through improved partner and supplier relationships via face-to-face video.

Correct Answer: D

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#### QUESTION 5

What is a vertical approach to selling?

A. Selling to friends and family.

B. Selling based on common industry needs.

C. Selling to a line of business, regardless of industry.

D. Selling to IT.

Correct Answer: C

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#### QUESTION 6

What is a common hospitality industry need?

A. Collaborating across multiple agencies and geographies.

B. Minimizing the impact of natural disasters.

C. Managing multiple properties, employees and brands.

D. Increasing supply chain flexibility and agility.

Correct Answer: B

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#### QUESTION 7

Which conferencing solution is designed for messaging, meeting, calling and persistent content sharing?

A. CMR

B. Cisco Meeting Server

C. Telepresence Server

D. Spark

Correct Answer: B

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#### QUESTION 8

Which premise-based conferencing solution works with Conductor, TMS and WebEx to create a CMR Hybrid solutions?

- A. MSE8000
- B. Cisco Meeting Server
- C. TelePresence Server
- D. Spark

Correct Answer: B

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#### **QUESTION 9**

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 10**

What is the average amount of time a Millennial stays in a job?

- A. 9 Years or less
- B. 5 years or less
- C. 15 years or less
- D. 3 years or less

Correct Answer: B

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#### **QUESTION 11**

Which management solution works with endpoints registered to UCM, VCS and Expressway?

- A. TMS
- B. CMA
- C. CMR
- D. Prime

Correct Answer: A

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**QUESTION 12**

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 13**

Where can you find links to upcoming informational webinars, training resources, and other helpful partner resource links?

- A. Cisco Collaboration Community
- B. Collaboration Page for Partners
- C. Refresh Collab Website
- D. Project Workplace

Correct Answer: B

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**QUESTION 14**

Where can you show your customers how Cisco Collaboration products fit into different scenarios and experiences?

- A. Refresh Collab Website
- B. Collaboration Page for Partners
- C. Project Workplace
- D. Cisco Collaboration Community

Correct Answer: B

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**QUESTION 15**

What is a common Financial industry need?

- A. Increasing guest loyalty with customized services.
- B. Offering or scaling digital communication channels for customers.
- C. Providing a way for students to collaborate electronically.
- D. Addressing natural disasters.

Correct Answer: B

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