

700-651^{Q&As}

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

Which type of travel spending is categorized as good spending?

- A. noncontributing travel
- B. revenue-generating expenses
- C. external travel
- D. internal travel

Correct Answer: B

QUESTION 2

Which option does BYOx refer to?

- A. bring your own application
- B. bring your own XML
- C. bring your own device
- D. bring your own experience

Correct Answer: A

QUESTION 3

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 4

Which two options are differentiators of the Cisco Collaboration Architecture? (Choose two.)

- A. Collaboration tools are set up all at once
- B. Ability of Cisco to integrate with many other collaboration solutions

- C. Integration of Cisco Presence into the solution
- D. Business-to-business extensibility
- E. Prestige of the solution

Correct Answer: BD

QUESTION 5

Why is Cisco the easy choice for customers?

- A. Cisco always has the lowest prices.
- B. Cisco provides solutions that already have all options preselected for the customer.
- C. Cisco provides complete communication solutions.
- D. Cisco is the only company that provides 24 hour support.

Correct Answer: C

QUESTION 6

Which two of the following are concerns that an operations manager may have in making a decision on Cisco Collaboration? (Choose two.)

- A. Fast adoption of organizational changes
- B. How to engage with external suppliers quickly
- C. Reliability of the company infrastructure
- D. Go-to-market time of new products or services
- E. Changing customer demands

Correct Answer: AC

QUESTION 7

Which feature of SWSS eliminates the need to repurchase software licenses?

- A. software updates
- B. expert support
- C. license portability
- D. license updates

Correct Answer: C

QUESTION 8

Which capabilities can be provided by Polycom?

- A. video endpoints, voice endpoints, call center functions
- B. video endpoints, voice endpoints, conferencing
- C. conferencing, call center functions, instant messaging
- D. call control, voice endpoints, contact center

Correct Answer: B

QUESTION 9

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 10

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 11

Which options are the Cisco user-based license models?

- A. Cisco UWL and Cisco UCL
- B. Cisco WUL and Cisco CUL
- C. Cisco Flex Plans
- D. Cisco User Integration and Adoption Plans

Correct Answer: A

QUESTION 12

Which option does collaboration in context refer to?

- A. design documents used to sell the solution
- B. how customers purchase collaboration solutions
- C. how the customer uses collaboration to address their needs
- D. physical collaboration components

Correct Answer: C

QUESTION 13

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 14

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

- A. 10
- B. 1
- C. 5
- D. 2

Correct Answer: B

QUESTION 15

How does Cisco Enterprise licensing provide a customer advantage?

- A. It requires individual licensing per device.
- B. It simplifies collaboration solutions.
- C. It simplifies bandwidth licensing.
- D. It requires individual licensing per product.

Correct Answer: B

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