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QUESTION 1

What selling feature is available across all Cisco SPA IP Phones?

- A. high-definition voice
- B. dynamic softkeys
- C. interactive video
- D. Wi-Fi and Bluetooth

Correct Answer: A

QUESTION 2

What are three advantages of using Cisco Smart Business Roadmap over traditional selling methods? (Choose three.)

- A. Eliminates competition increases velocity of order flow
- B. Increases professional services revenue
- C. Challenges prospect's IT infrastructure
- D. Creates long-term client relationships
- E. Better client referrals

Correct Answer: ABD

QUESTION 3

Which two Cisco switches support andA? (Choose two.)

- A. 100 Series
- B. 300Series
- C. ESW 500 Series
- D. Catalyst 2960 Series
- E. SFE/SGE Switches

Correct Answer: BE

QUESTION 4

Which two competitive voice advantages does the Cisco Unified Communications 300 Series have over typical key



system solutions?

- A. call conferencing
- B. integrated wireless
- C. programmable soft keys
- D. speed dial and caller ID
- E. voice mail to email notification

Correct Answer: BE

QUESTION 5

What is the name of the Cisco industry-leading small business unified communications solution?

- A. Cisco Telephony System for Small Business
- B. Cisco IP Phone System
- C. Cisco IP Communications System
- D. Cisco Smart Business Communications System
- E. Cisco Integrated Communications Services System

Correct Answer: D

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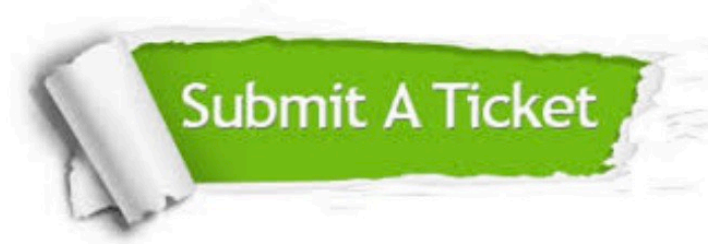
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