



700-001^{Q&As}

Cisco Video Solution Sales Representative

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QUESTION 1

What is shown on the Cisco Tele Presence Active Presence screen layout?

- A. Active participant full screen, other participants picture-in-picture along the bottom.
- B. One person on the screen at a time.
- C. Four other sites, one in each quadrant of the screen.
- D. Self-view.

Correct Answer: A

QUESTION 2

Which two benefits do companies receive by using video for remote experts? (Choose two)

- A. better utilization of limited resources
- B. higher close and product ratios
- C. limits use of limited resources
- D. reduces upsell opportunities
- E. reduced mobility for knowledge workers

Correct Answer: AB

QUESTION 3

Which approach will resonate with your customer regarding using video for travel reduction?

- A. Video can be used while you travel.
- B. Video eliminates 100 percent of travel costs.
- C. Targeting internal travel can help customers focus on reducing up to 20 percent of current travel costs.
- D. Video reduces travel.

Correct Answer: C

QUESTION 4

What does the Intelligent Audio feature do?

- A. eliminates distracting background noises



- B. enables the Cisco DX650 to share content
- C. ensures that you see what you do not hear
- D. enables the Cisco DX70 to move audio between devices

Correct Answer: A

QUESTION 5

How many participants does Cisco CMR Cloud support in a single call?

- A. 50video and 5000 webEx participants
- B. 25 video and 500 webEx participants
- C. 10 video and 100 webEx participants
- D. 1000 video and 5000 WebEx participants

Correct Answer: B

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