



700-020^{Q&As}

Cisco Video Sales Essentials

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QUESTION 1

What can a Cisco solution enable an Education Industry customer to do?

- A. Let citizens join meetings, share applications, and use video.
- B. Accommodate evolving student learning styles through mobile video applications.
- C. Make experts or specialists available face-to-face even when they are not at the same location as the purchaser.
- D. Gain visibility into and streamline the supply chain.

Correct Answer: B

QUESTION 2

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

QUESTION 3

Which call control solution is designed for advanced video routing on video-only networks?

- A. UCM
- B. HCS
- C. Spark
- D. Expressway

Correct Answer: D

QUESTION 4

What is a horizontal approach to selling?

- A. Selling to a line of business, regardless of industry.
- B. Selling based on common industry needs.



C. Selling to IT.

D. Selling to friends and family.

Correct Answer: C

QUESTION 5

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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