



700-020^{Q&As}

Cisco Video Sales Essentials

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QUESTION 1

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

QUESTION 2

Which cloud-based call control solution supports unified communications and contact center?

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

Correct Answer: D

QUESTION 3

What is a function of a call control solution?

- A. To join 3 or more participants in a meeting.
- B. To schedule calls.
- C. To provide an audio and video interface for the user.
- D. To act as a traffic cop for network communication.

Correct Answer: D

QUESTION 4

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 5

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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