



700-020^{Q&As}

Cisco Video Sales Essentials

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QUESTION 1

What is a common manufacturing industry need?

- A. Building guest loyalty through customer satisfaction.
- B. Offering more ways for students to connect to experts.
- C. Addressing increased global competition.
- D. Simplifying personal services for customers.

Correct Answer: D

QUESTION 2

What is a common corporate real estate line of business need?

- A. Finding and hiring employees.
- B. Enforcing employee compliance with travel policies.
- C. Improving online experiences.
- D. Reducing underutilized space.

Correct Answer: D

QUESTION 3

Which Spark package supports meetings up to 200 people powered by WebEx and 25 people powered by Spark?

- A. Advanced, or M2
- B. Premium, or M3
- C. Meeting Center
- D. Plus, or M1

Correct Answer: D

QUESTION 4

What can a Cisco solution enable a government or public sector industry customer to do?

- A. Provide face-to-face customer communication methods for competitive advantage, increasing upsell and cross-sell opportunities.



B. Differentiate guest experiences.

C. Provide real-time management of critically ill patients by remotely located specialists.

D. Optimize the citizen experience through enabling face-to-face access to government employees, especially from rural or remote areas.

Correct Answer: D

QUESTION 5

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

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