700-651 Q&As

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

Which ability do today\\'s collaboration solutions offer to organizations?

A. to compartmentalize participants into unique meeting experiences

B. to separate video, audio, and web participants into multiple meeting experiences

C. to integrate video, audio, and web participants into single, unified meeting experience

D. to migrate audio participants to video participants in a specific meeting experience

Correct Answer: C

QUESTION 2

Which option lists steps to every sale?

A. qualification and rapport

B. rapport and awareness

C. introduction and qualification

D. awareness and education

Correct Answer: A

QUESTION 3

Which Cisco collaboration product is promoted as an agile teaming application?

A. Cisco Meeting Server

B. Cisco WebEx Event Center

C. Cisco Spark

D. Cisco Immersive Endpoints

Correct Answer: C

QUESTION 4

Which Cisco Spark Flex Plan is an enterprise-wide subscription for meetings, messaging, and calling?

A. Employee Count

B. Cloud Flex

C. Active User

D. Shared Meetings

Correct Answer: B

QUESTION 5

Which sales resource is the best to use when approaching existing customers?

A. Refresh Collab Website

B. Promotions Center

C. Cisco Install Base Portal

D. Virtual Machine Placement tool

Correct Answer: A

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