



# 700-651<sup>Q&As</sup>

Cisco Collaboration Architecture Sales Essentials

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#### QUESTION 1

How many user profiles does the Cisco UCL Enhanced Plus support?

- A. 10
- B. 1
- C. 5
- D. 2

Correct Answer: B

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#### 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

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#### QUESTION 3

How is recurring revenue procured?

- A. through a time-building model
- B. through a one-time transaction
- C. through a subscription-based model
- D. through massive marketing campaigns

Correct Answer: C

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#### QUESTION 4

Which action must be taken first when deciding what to sell to a customer?

- A. Consider the size of the organization.
- B. Determine their licensing needs.



- C. Discuss the benefits of modernizing equipment.
- D. Assess what the customer currently has in place.

Correct Answer: D

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#### QUESTION 5

Which option does a Cisco Experience-Centric solution enable?

- A. building incremental value from current offerings
- B. adding value to investments already made
- C. integrating with infrastructures, devices, and services
- D. consistent experience across devices and applications

Correct Answer: D

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