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Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

Which option lists Cisco differentiators?

A. experience, premise architecture, static configurations

B. experience, cloud API, and hybrid architecture

C. cloud API, web presence, and hardware

D. premise architecture, cloud API, and static configurations

Correct Answer: B

QUESTION 2

Which sales play focuses on B2B and B2C communication?

A. HR

B. facilities

C. entertainment

D. travel

Correct Answer: D

QUESTION 3

Which Cisco product is a premised-based, cloud-managed telephone platform that targets the SMB market for partner recurring revenue?

A. Cisco Hybrid Media Services

B. Cisco Hybrid Business Edition 6000

C. Cisco Spark Flex Plan

D. Cisco Business Edition 4000

Correct Answer: D

QUESTION 4

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

QUESTION 5

Which option is the average cost to hire an employee in the United States?

A. 5 thousand dollars

B. 10 thousand dollars

C. 25 thousand dollars

D. 20 thousand dollars

Correct Answer: C