



700-651^{Q&As}

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

Which step is the first in a converged architecture strategy and assessment?

- A. Conduct network assessment based on KPIs.
- B. Identify architecture gaps.
- C. Apply benchmark metrics.
- D. Perform business and technical analysis of infrastructure.

Correct Answer: C

QUESTION 2

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 3

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

QUESTION 4

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 5

Which BOM tool must be referenced when design requirements are outside the scope of Cisco preferred architectures?

- A. Cisco Preferred Architecture Design Overview
- B. Cisco Solution Reference Network Designs Guide
- C. Preferred Architecture Cisco Validated Design
- D. Preferred Architecture Application Cisco Validated Design

Correct Answer: B

Reference: <https://www.cisco.com/c/dam/en/us/td/docs/solutions/PA/midmarket/voice.pdf>

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