



700-020^{Q&As}

Cisco Video Sales Essentials

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QUESTION 1

Which endpoint provides the highest quality and most natural meeting experience?

- A. MX200
- B. MX800
- C. SX10
- D. IX5000

Correct Answer: D

QUESTION 2

Why should your customer invest in video?

- A. Because that is what you are selling.
- B. While it has not taken off yet, video is going to be really big.
- C. Video monitors can be used to play video games during breaks so employees can test Gravity Rush 2 and Resident Evil 7.
- D. Video improves business through higher revenues, lower costs and increased productivity.

Correct Answer: D

QUESTION 3

What is a function of an endpoint?

- A. To act as a traffic cop for network communication.
- B. To provide an audio and video interface for the user.
- C. To join 3 or more participants in a meeting.
- D. To schedule calls.

Correct Answer: B

QUESTION 4

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

QUESTION 5

Where can you find links to upcoming informational webinars, training resources, and other helpful partner resource links?

- A. Cisco Collaboration Community
- B. Collaboration Page for Partners
- C. Refresh Collab Website
- D. Project Workplace

Correct Answer: B

QUESTION 6

Which endpoints can also act as desktop monitors?

- A. Jabber clients
- B. DX70 and DX80 systems
- C. SX10 and SX20 systems
- D. Spark clients

Correct Answer: B

QUESTION 7

Which premise-based conferencing solution works with Conductor, TMS and WebEx to create a CMR Hybrid solutions?

- A. MSE8000
- B. Cisco Meeting Server
- C. TelePresence Server
- D. Spark

Correct Answer: B



QUESTION 8

What can a Cisco solution enable a retail industry customer to do?

- A. Provide a higher degree of accuracy in remote diagnoses.
- B. Provide immediate access to highly relevant content and expertise to increase sales conversion.
- C. More quickly distribute information about regulations, company strategy and the impact of political changes.
- D. Reduce costs in guarding and transporting inmates to see specialists.

Correct Answer: A

QUESTION 9

Where can you show your customers how Cisco Collaboration products fit into different scenarios and experiences?

- A. Refresh Collab Website
- B. Collaboration Page for Partners
- C. Project Workplace
- D. Cisco Collaboration Community

Correct Answer: B

QUESTION 10

What is a function of a conferencing solution?

- A. To provide an audio and video interface for the user.
- B. To join 3 or more participants in a meeting.
- C. To schedule calls.
- D. To act as a traffic cop for network communication.

Correct Answer: B

QUESTION 11

How does Cisco make work streams easier before a meeting?

- A. Cisco offers a different method of connecting for each type of meeting.
- B. Cisco created one very simple way to plan, join and meet.



- C. Cisco has moved all meetings functions to the cloud.
- D. Cisco does not make work streams easier.

Correct Answer: B

QUESTION 12

What is a function of a recording solution?

- A. To act as a traffic cop for network communication.
- B. To schedule calls.
- C. To provide an audio and video interface for the user.
- D. To share lectures, training sessions, meetings and events on demand.

Correct Answer: D

QUESTION 13

What can a Cisco solution enable a travel leader line of business customer to do?

- A. Keep employees up-to-date on regulatory requirements.
- B. Provide a face-to-face experience that makes the work stream productive.
- C. Improve access to primary and specialist caregivers.
- D. Improve supply chain agility through improved partner and supplier relationships via face-to-face video.

Correct Answer: D

QUESTION 14

What can a Cisco solution enable a manufacturing industry customer to do?

- A. Collaborate with other educational institutions and organizations.
- B. Improve collaboration between employees and branch offices.
- C. Improve access to interpreters for specialized languages.
- D. Accelerate production issue resolution.

Correct Answer: B

QUESTION 15



What products make up a hybrid call control solution?

- A. UCM, WebEx and VCS
- B. UCM, Expressway and Spark
- C. VCS, Expressway and Spark
- D. WebEx, Spark and Expressway

Correct Answer: B

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