



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

Cisco Collaboration Architecture Sales Essentials

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### QUESTION 1

Why does the millennial generation have a different perspective and expectation on how work is approached?

- A. They can relate better to people that other generations.
- B. They grew up with the Internet and technology.
- C. They have always worked in team environments.
- D. They know more about the global economy.

Correct Answer: B

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### QUESTION 2

How can you drive modernization within your customer's existing environment?

- A. Hire an external consultant to convince the customer to modernize.
- B. Provide support to end of sale products.
- C. Remind customers that their competitors are modernizing.
- D. Remind customers that they reduce operational risk by keeping current products with current support.

Correct Answer: D

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### QUESTION 3

Which percent of IT spending is controlled by IT?

- A. 50%
- B. 40%
- C. 60%
- D. 80%

Correct Answer: C

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### QUESTION 4

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 5

Which option lists the Cisco Collaboration pillars?

A. on-premises, hosted, and cloud

B. cloud, hybrid, and virtual

C. on-premises, interoperable, and hybrid

D. on-premises, cloud, and hybrid

Correct Answer: D

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#### QUESTION 6

Which Cisco UCL plans support all Cisco user devices?

A. Basic and Enhanced

B. Enhanced and Enhanced Plus

C. Essential and Enhanced Plus

D. Essential and Basic

Correct Answer: B

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#### QUESTION 7

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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#### QUESTION 8



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

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#### QUESTION 9

Which components of the on-premises collaboration solution offer IP firewall traversal for B2B and B2C calling?

- A. Cisco Expressway Core and Expressway Edge
- B. Cisco TelePresence Conductor
- C. Cisco TelePresence Server
- D. Cisco Unity Connection server

Correct Answer: A

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#### QUESTION 10

Which option lists the components of Cisco Spark?

- A. messaging and meeting
- B. messaging, meeting, and collaboration
- C. messaging, meeting, and calling
- D. messaging, calling, and collaboration

Correct Answer: C

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#### QUESTION 11

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

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#### QUESTION 12

Which capabilities can be provided by Polycom?

- A. video endpoints, voice endpoints, call center functions
- B. video endpoints, voice endpoints, conferencing
- C. conferencing, call center functions, instant messaging
- D. call control, voice endpoints, contact center

Correct Answer: B

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#### QUESTION 13

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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#### QUESTION 14

Which design resource allows you and the customer to view examples of collaboration solutions based on scenarios, products, or experiences?

- A. Project Workplace
- B. HCS Configuration tool
- C. Virtual Machine Placement tool
- D. Quick Pricing tool

Correct Answer: A

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#### QUESTION 15

Which two options are differentiators of the Cisco Collaboration Architecture? (Choose two.)



- A. Collaboration tools are set up all at once
- B. Ability of Cisco to integrate with many other collaboration solutions
- C. Integration of Cisco Presence into the solution
- D. Business-to-business extensibility
- E. Prestige of the solution

Correct Answer: BD

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