



700-020^{Q&As}

Cisco Video Sales Essentials

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QUESTION 1

What is a common government or public sector industry need?

- A. Providing lifelong learning opportunities.
- B. Addressing higher citizen expectation for communications, services and information access.
- C. Streamlining production processes for more efficient supply chains.
- D. Addressing cost, quality and access to healthcare for patients.

Correct Answer: B

QUESTION 2

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 3

Which mobile endpoint includes persistent content capability?

- A. CMA
- B. Jabber
- C. Spark
- D. WebEx

Correct Answer: C

QUESTION 4

According to Gartner, how much technology spending will be outside of IT by the year 2020?

- A. 50%
- B. 75%



C. 85%

D. 90%

Correct Answer: D

QUESTION 5

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

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