



# 700-020<sup>Q&As</sup>

Cisco Video Sales Essentials

**Pass Cisco 700-020 Exam with 100% Guarantee**

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.geekcert.com/700-020.html>

100% Passing Guarantee  
100% Money Back Assurance

Following Questions and Answers are all new published by Cisco  
Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers





#### QUESTION 1

What is a common education industry need?

- A. Reducing the cost of communicating with suppliers.
- B. Addressing environmental impacts.
- C. Deploying faster manufacturing cycles.
- D. Offering or scaling online learning.

Correct Answer: D

---

#### QUESTION 2

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 3

What is a vertical approach to selling?

- A. Selling to friends and family.
- B. Selling based on common industry needs.
- C. Selling to a line of business, regardless of industry.
- D. Selling to IT.

Correct Answer: C

---

#### QUESTION 4

Which management solution works with endpoints registered to UCM, VCS and Expressway?

- A. TMS
- B. CMA



C. CMR

D. Prime

Correct Answer: A

---

#### QUESTION 5

How can you address a customer's previous investment in Microsoft Skype for Business?

A. Show them that Jabber is better than Skype.

B. Explain that Skype for Business cannot meet all of their needs, and they will eventually have to "rip and replace".

C. Explain that Cisco's video solutions interoperate with most devices including Skype for Business, so they won't have to "rip and replace".

D. Offer to cut your price.

Correct Answer: C

[Latest 700-020 Dumps](#)

[700-020 PDF Dumps](#)

[700-020 Braindumps](#)