



700-020^{Q&As}

Cisco Video Sales Essentials

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QUESTION 1

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 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 conferencing solution is designed for messaging, meeting, calling and persistent content sharing?

- A. CMR
- B. Cisco Meeting Server
- C. Telepresence Server
- D. Spark

Correct Answer: B

QUESTION 4

Which call control solution supports messaging, meeting and calling?

- A. Spark
- B. UCM



C. Expressway

D. HCS

Correct Answer: A

QUESTION 5

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

A. Provide opportunities for anytime, anywhere, on-demand learning.

B. Perform supplier audits remotely.

C. Provide patients with more direct access.

D. Reduce the cost of environmental impacts.

Correct Answer: B

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