



700-020^{Q&As}

Cisco Video Sales Essentials

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QUESTION 1

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 2

Which call control solution supports messaging, meeting and calling?

- A. Spark
- B. UCM
- C. Expressway
- D. HCS

Correct Answer: A

QUESTION 3

What can a Cisco solution enable a government or public sector industry customer to do?

- A. Provide face-to-face customer communication methods for competitive advantage, increasing upsell and cross-sell opportunities.
- B. Differentiate guest experiences.
- C. Provide real-time management of critically ill patients by remotely located specialists.
- D. Optimize the citizen experience through enabling face-to-face access to government employees, especially from rural or remote areas.

Correct Answer: D

QUESTION 4

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 5

Which premise-based conferencing solution is designed for highly scalable meetings, with servers designed for highly scalable meetings, with servers that can be deployed across an enterprise without financial penalty?

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

Correct Answer: D

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