



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

Cisco Video Sales Essentials

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#### QUESTION 1

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

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#### QUESTION 2

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

- A. Collaborate with other educational institutions and organizations.
- B. Improve collaboration between employees and branch offices.
- C. Improve access to interpreters for specialized languages.
- D. Accelerate production issue resolution.

Correct Answer: B

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#### 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

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#### QUESTION 4

Which mobile endpoint includes persistent content capability?

- A. CMA



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

Correct Answer: C

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#### QUESTION 5

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

- A. Provide a higher degree of accuracy in remote diagnoses.
- B. Provide immediate access to highly relevant content and expertise to increase sales conversion.
- C. More quickly distribute information about regulations, company strategy and the impact of political changes.
- D. Reduce costs in guarding and transporting inmates to see specialists.

Correct Answer: A

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