



700-651^{Q&As}

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

Which options are the Cisco user-based license models?

- A. Cisco UWL and Cisco UCL
- B. Cisco WUL and Cisco CUL
- C. Cisco Flex Plans
- D. Cisco User Integration and Adoption Plans

Correct Answer: A

QUESTION 2

Which Cisco product is a premised-based, cloud-managed telephone platform that targets the SMB market for partner recurring revenue?

- A. Cisco Hybrid Media Services
- B. Cisco Hybrid Business Edition 6000
- C. Cisco Spark Flex Plan
- D. Cisco Business Edition 4000

Correct Answer: D

QUESTION 3

Which way to handle objections is the best?

- A. Refuse to listen to objections.
- B. Communicate value and benefits.
- C. Agree with objections to get the customer to trust you.
- D. Provide documentation on why their objections are invalid.

Correct Answer: B

QUESTION 4

Which action must be taken first when deciding what to sell to a customer?

- A. Consider the size of the organization.



- B. Determine their licensing needs.
- C. Discuss the benefits of modernizing equipment.
- D. Assess what the customer currently has in place.

Correct Answer: D

QUESTION 5

Which design resource allows you and the customer to view examples of collaboration solutions based on scenarios, products, or experiences?

- A. Project Workplace
- B. HCS Configuration tool
- C. Virtual Machine Placement tool
- D. Quick Pricing tool

Correct Answer: A

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