



700-651^{Q&As}

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

Which capabilities can be provided by Polycom?

- A. video endpoints, voice endpoints, call center functions
- B. video endpoints, voice endpoints, conferencing
- C. conferencing, call center functions, instant messaging
- D. call control, voice endpoints, contact center

Correct Answer: B

QUESTION 2

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 3

Which two of the following are concerns that an operations manager may have in making a decision on Cisco Collaboration? (Choose two.)

- A. Fast adoption of organizational changes
- B. How to engage with external suppliers quickly
- C. Reliability of the company infrastructure
- D. Go-to-market time of new products or services
- E. Changing customer demands

Correct Answer: AC

QUESTION 4

Which type of travel spending is categorized as good spending?



- A. noncontributing travel
- B. revenue-generating expenses
- C. external travel
- D. internal travel

Correct Answer: B

QUESTION 5

Which option lists the messaging and meeting packages of Cisco Spark?

- A. S1, S2, and S3
- B. M1, M2, and M3
- C. Flex1, Flex2, and Flex3
- D. C1, C2, and C3

Correct Answer: B

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