



# 700-651<sup>Q&As</sup>

Cisco Collaboration Architecture Sales Essentials

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#### QUESTION 1

Why does the millennial generation have a different perspective and expectation on how work is approached?

- A. They can relate better to people that other generations.
- B. They grew up with the Internet and technology.
- C. They have always worked in team environments.
- D. They know more about the global economy.

Correct Answer: B

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#### 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

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#### QUESTION 3

Which option does collaboration in context refer to?

- A. design documents used to sell the solution
- B. how customers purchase collaboration solutions
- C. how the customer uses collaboration to address their needs
- D. physical collaboration components

Correct Answer: C

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#### QUESTION 4

Which option must you consider when closing a sale?

- A. customer budget



- B. customer lifecycle
- C. recurring revenue
- D. transactional revenue

Correct Answer: B

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#### QUESTION 5

Which components of the on-premises collaboration solution offer IP firewall traversal for B2B and B2C calling?

- A. Cisco Expressway Core and Expressway Edge
- B. Cisco TelePresence Conductor
- C. Cisco TelePresence Server
- D. Cisco Unity Connection server

Correct Answer: A

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