



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

Cisco Collaboration Architecture Sales Essentials

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#### QUESTION 1

Which Cisco UCL plans support all Cisco user devices?

- A. Basic and Enhanced
- B. Enhanced and Enhanced Plus
- C. Essential and Enhanced Plus
- D. Essential and Basic

Correct Answer: B

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#### QUESTION 2

Which Cisco UCM version provides access to Spark Hybrid functionality?

- A. 10.5 or higher
- B. 11.0
- C. 9.1 or higher
- D. 10.5

Correct Answer: A

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#### QUESTION 3

Which BOM tool must be referenced when design requirements are outside the scope of Cisco preferred architectures?

- A. Cisco Preferred Architecture Design Overview
- B. Cisco Solution Reference Network Designs Guide
- C. Preferred Architecture Cisco Validated Design
- D. Preferred Architecture Application Cisco Validated Design

Correct Answer: B

Reference: <https://www.cisco.com/c/dam/en/us/td/docs/solutions/PA/midmarket/voice.pdf>

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#### QUESTION 4

Which option is the average cost to hire an employee in the United States?

- A. 5 thousand dollars



- B. 10 thousand dollars
- C. 25 thousand dollars
- D. 20 thousand dollars

Correct Answer: C

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#### QUESTION 5

Which Cisco Spark Flex Plan is an enterprise-wide subscription for meetings, messaging, and calling?

- A. Employee Count
- B. Cloud Flex
- C. Active User
- D. Shared Meetings

Correct Answer: B

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