



700-651^{Q&As}

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

Which action can increase the bottom line and add value to the customer?

- A. Offer 24 hour TAC support free of charge.
- B. Offer a Cisco Software Services contract.
- C. Offer unlimited warranties on all equipment.
- D. Offer a discount for referrals.

Correct Answer: B

QUESTION 2

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

QUESTION 3

How long do new workforce employees stay with a company on average?

- A. 5 to 10 years
- B. 9 to 15 years
- C. 3 years or less
- D. 3 to 5 years

Correct Answer: C

QUESTION 4

Which purpose of the Quick Pricing tool is true?

- A. It obtains general design best practices.



- B. It provides pricing guidance on the optimal solution.
- C. It build the BOM for you.
- D. It provides detailed design options for Cisco Collaboration.

Correct Answer: C

QUESTION 5

How can dramatic growth of unstructured work be addressed?

- A. flexible working environment and shared spaces
- B. increasing the number of cubicles
- C. decreasing collaboration
- D. expand facilities

Correct Answer: A

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