



700-651^{Q&As}

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

How many user profiles does the Cisco UCL Enhanced Plus support?

- A. 10
- B. 1
- C. 5
- D. 2

Correct Answer: B

QUESTION 2

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 3

How is transactional revenue procured?

- A. through a subscription-based model
- B. through a one-time transaction
- C. through a time-building model
- D. through massive marketing campaigns

Correct Answer: B

QUESTION 4

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 5

Which option do all aspects of the Unified Communications and Collaboration system rely on?

A. licensing that is purchased

B. administrator security rights

C. proper design and deployment of the system architecture

D. proper delegation of tasks during the sales cycle and deployment

Correct Answer: C

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