

700-651 Q&As

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

Why is Cisco the easy choice for customers?

- A. Cisco always has the lowest prices.
- B. Cisco provides solutions that already have all options preselected for the customer.
- C. Cisco provides complete communication solutions.
- D. Cisco is the only company that provides 24 hour support.

Correct Answer: C

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

Which option does team collaboration refer to?

- A. all tools that allow members of a team single outlets for collaboration together on projects
- B. specific and limited tools that allow members of a team multiple outlets for collaboration together in projects
- C. specific tools that allow members of a team multiple outlets for storing isolated content on projects
- D. all tools that allow members of a team multiple outlets for collaboration together on projects

Correct Answer: D

QUESTION 4

Which capability can Pexip provide?

- A. conferencing

- B. video endpoints
- C. voice endpoints
- D. call center functions

Correct Answer: A

QUESTION 5

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

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