700-651 ^{Q&As}

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

Which option must you consider when closing a sale?

A. customer budget

B. customer lifecycle

C. recurring revenue

D. transactional revenue

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 many user profiles does the Cisco UCL Enhanced Plus support?

A. 10

B. 1

C. 5

D. 2

Correct Answer: B

QUESTION 4

Which sales resource is the best to use when approaching existing customers?

A. Refresh Collab Website

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B. Promotions Center

C. Cisco Install Base Portal

D. Virtual Machine Placement tool

Correct Answer: A

QUESTION 5

Which SWSS offer allows customers to choose the right level of service for on-premises, cloud, and hybrid environments?

A. Enhanced SWSS

B. Unified Communications SWSS

C. Lifecycle SWSS

D. Cisco Spark and WebEx SWSS

Correct Answer: D

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