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Cisco Video Sales Essentials

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QUESTION 1

Which premise-based conferencing solution is designed for highly scalable meetings, with servers designed for highly scalable meetings, with servers that can be deployed across an enterprise without financial penalty?

A. Telepresence Server

B. Spark

C. WebEx

D. Cisco Meeting Server

Correct Answer: D

QUESTION 2

What can a Cisco solution enable a manufacturing industry customer to do?

A. Collaborate with other educational institutions and organizations.

B. Improve collaboration between employees and branch offices.

C. Improve access to interpreters for specialized languages.

D. Accelerate production issue resolution.

Correct Answer: B

QUESTION 3

What is a horizontal approach to selling?

A. Selling to a line of business, regardless of industry.

B. Selling based on common industry needs.

C. Selling to IT.

D. Selling to friends and family.

Correct Answer: C

QUESTION 4

Which endpoints can also act as desktop monitors?

A. Jabber clients

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B. DX70 and DX80 systems

C. SX10 and SX20 systems

D. Spark clients

Correct Answer: B

QUESTION 5

What is at the center of collaboration?

A. People

B. Places

C. Millennials

D. Meetings

Correct Answer: A

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