

700-651 Q&As

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

Which type of licensing has Cisco historically used for its products?

- A. single-use licenses
- B. enterprise-based licenses
- C. device-based licenses
- D. user-based licenses

Correct Answer: C

QUESTION 2

Which percent of IT spending is controlled by IT?

- A. 50%
- B. 40%
- C. 60%
- D. 80%

Correct Answer: C

QUESTION 3

Which capabilities can be provided by Polycom?

- A. video endpoints, voice endpoints, call center functions
- B. video endpoints, voice endpoints, conferencing
- C. conferencing, call center functions, instant messaging
- D. call control, voice endpoints, contact center

Correct Answer: B

QUESTION 4

Which ability do today's collaboration solutions offer to organizations?

- A. to compartmentalize participants into unique meeting experiences
- B. to separate video, audio, and web participants into multiple meeting experiences

- C. to integrate video, audio, and web participants into single, unified meeting experience
- D. to migrate audio participants to video participants in a specific meeting experience

Correct Answer: C

QUESTION 5

Which sales step identifies products that you think benefit the customer needs the most?

- A. education
- B. qualification
- C. introduction
- D. rapport

Correct Answer: A

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