

700-020^{Q&As}

Cisco Video Sales Essentials

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QUESTION 1

What can a Cisco solution enable an Education Industry customer to do?

- A. Let citizens join meetings, share applications, and use video.
- B. Accommodate evolving student learning styles through mobile video applications.
- C. Make experts or specialists available face-to-face even when they are not at the same location as the purchaser.
- D. Gain visibility into and streamline the supply chain.

Correct Answer: B

QUESTION 2

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 3

What can a Cisco solution enable a travel leader line of business customer to do?

- A. Keep employees up-to-date on regulatory requirements.
- B. Provide a face-to-face experience that makes the work stream productive.
- C. Improve access to primary and specialist caregivers.
- D. Improve supply chain agility through improved partner and supplier relationships via face-to-face video.

Correct Answer: D

QUESTION 4

What can a Cisco solution enable an energy industry customer to do?

- A. Exchange patient information with specialists more quickly.
- B. Accelerate loan approvals.

- C. Increase guest attraction with reliable services.
- D. Increase the speed of repairing and replacing aging infrastructure.

Correct Answer: D

QUESTION 5

What type of endpoint is loaded on a tablet, smartphone, laptop or desktop PC?

- A. Immersive system
- B. Mobile client
- C. Room system
- D. Desktop system

Correct Answer: B

QUESTION 6

Which system uses Intelligent Audio to cancel out background noise?

- A. DX70
- B. Spark
- C. Jabber
- D. DX80

Correct Answer: D

QUESTION 7

Which call control solution is designed for advanced video routing on video-only networks?

- A. UCM
- B. HCS
- C. Spark
- D. Expressway

Correct Answer: D

QUESTION 8

What is the average amount of time a Millennial stays in a job?

- A. 9 Years or less
- B. 5 years or less
- C. 15 years or less
- D. 3 years or less

Correct Answer: B

QUESTION 9

What is a common human resources line of business need?

- A. Surpassing the increased service expectations from consumers.
- B. Decreasing low office utilization.
- C. Improving online experiences.
- D. Increasing employee retention.

Correct Answer: A

QUESTION 10

Which conferencing solution is designed for messaging, meeting, calling and persistent content sharing?

- A. CMR
- B. Cisco Meeting Server
- C. Telepresence Server
- D. Spark

Correct Answer: B

QUESTION 11

What is a common manufacturing industry need?

- A. Building guest loyalty through customer satisfaction.
- B. Offering more ways for students to connect to experts.
- C. Addressing increased global competition.
- D. Simplifying personal services for customers.

Correct Answer: D

QUESTION 12

What can a Cisco solution enable a human resources line of business customer to do?

- A. Increase sales while lowering costs.
- B. Deploy and manage training company-wide.
- C. Reduce real estate costs and environmental impact.
- D. Encourage or enforce employees to follow guidelines when booking travel.

Correct Answer: B

QUESTION 13

Which WebEx Center has polling and break out rooms?

- A. Support Center
- B. Meeting Center
- C. Event Center
- D. Training Center

Correct Answer: D

QUESTION 14

Which WebEx Center has program and campaign management?

- A. Event Center
- B. Meeting Center
- C. Training Center
- D. Support Center

Correct Answer: A

QUESTION 15

What is a common education industry need?

- A. Reducing the cost of communicating with suppliers.

- B. Addressing environmental impacts.
- C. Deploying faster manufacturing cycles.
- D. Offering or scaling online learning.

Correct Answer: D

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