



# 700-020<sup>Q&As</sup>

Cisco Video Sales Essentials

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#### QUESTION 1

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

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#### QUESTION 2

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

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#### QUESTION 3

How does Cisco make work streams easier after a meeting?

- A. Calendars store meeting notes.
- B. All meetings are automatically recorded.
- C. A persistent virtual meeting room is established.
- D. Each Cisco system comes with 10 hours of remote meeting management.

Correct Answer: C

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#### QUESTION 4

Which cloud-based call control solution supports unified communications and contact center?

- A. Spark



B. UCM

C. Expressway

D. HCS

Correct Answer: D

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#### QUESTION 5

According to McKinsey, how many banking transactions will be conducted through self-service and digital channels by 2019?

A. 75%

B. 25%

C. 45%

D. 95%

Correct Answer: A

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