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Cisco Video Sales Essentials

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QUESTION 1

Which Spark package supports meetings up to 200 people powered by WebEx and 25 people powered by Spark?

A. Advanced, or M2

B. Premium, or M3

C. Meeting Center

D. Plus, or M1

Correct Answer: D

QUESTION 2

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

A. Provide a higher degree of accuracy in remote diagnoses.

B. Provide immediate access to highly relevant content and expertise to increase sales conversion.

C. More quickly distribute information about regulations, company strategy and the impact of political changes.

D. Reduce costs in guarding and transporting inmates to see specialists.

Correct Answer: A

QUESTION 3

Why should your customer invest in video?

A. Because that is what you are selling.

B. While it has not taken off yet, video is going to be really big.

C. Video monitors can be used to play video games during breaks so employees can test Gravity Rush 2 and Resident Evil 7.

D. Video improves business through higher revenues, lower costs and increased productivity.

Correct Answer: D

QUESTION 4

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 5

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

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