



700-020^{Q&As}

Cisco Video Sales Essentials

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QUESTION 1

Where can you find links to upcoming informational webinars, training resources, and other helpful partner resource links?

- A. Cisco Collaboration Community
- B. Collaboration Page for Partners
- C. Refresh Collab Website
- D. Project Workplace

Correct Answer: B

QUESTION 2

What is a common government or public sector industry need?

- A. Providing lifelong learning opportunities.
- B. Addressing higher citizen expectation for communications, services and information access.
- C. Streamlining production processes for more efficient supply chains.
- D. Addressing cost, quality and access to healthcare for patients.

Correct Answer: B

QUESTION 3

What is a function of a conferencing solution?

- A. To provide an audio and video interface for the user.
- B. To join 3 or more participants in a meeting.
- C. To schedule calls.
- D. To act as a traffic cop for network communication.

Correct Answer: B

QUESTION 4

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 5

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

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