



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

Cisco Video Sales Essentials

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#### QUESTION 1

What is a function of an endpoint?

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

Correct Answer: B

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#### QUESTION 2

Which endpoint solutions is used in a conference room or training room?

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

Correct Answer: A

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#### QUESTION 3

Which endpoint provides the highest quality and most natural meeting experience?

- A. MX200
- B. MX800
- C. SX10
- D. IX5000

Correct Answer: D

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#### QUESTION 4

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 5

Which on-premise call control solution supports unified communications and contact center?

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

Correct Answer: B

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