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Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

How can dramatic growth of unstructured work be addressed?

A. flexible working environment and shared spaces

B. increasing the number of cubicles

C. decreasing collaboration

D. expand facilities

Correct Answer: A

QUESTION 2

Which type of travel spending is categorized as good spending?

A. noncontributing travel

B. revenue-generating expenses

C. external travel

D. internal travel

Correct Answer: B

QUESTION 3

Which Customer Lifecycle touch point demonstrates commitment to the business objectives of a customer by suggesting complimentary solutions?

A. Maximize Customer Investment Value

B. Evaluate Expansion Opportunities

C. Identify Coverage Gaps

D. Capitalize on Renewals

Correct Answer: B

QUESTION 4

Which option is the only constant in the workplace?

A. way people work

B. way information is shared

C. way humans interact with each other

D. way video infrastructure communicates

Correct Answer: D

QUESTION 5

Which option lists the messaging and meeting packages of Cisco Spark?

A. S1, S2, and S3

B. M1, M2, and M3

C. Flex1, Flex2, and Flex3

D. C1, C2, and C3

Correct Answer: B