



# 700-651<sup>Q&As</sup>

Cisco Collaboration Architecture Sales Essentials

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#### QUESTION 1

Which two of the following are concerns that an operations manager may have in making a decision on Cisco Collaboration? (Choose two.)

- A. Fast adoption of organizational changes
- B. How to engage with external suppliers quickly
- C. Reliability of the company infrastructure
- D. Go-to-market time of new products or services
- E. Changing customer demands

Correct Answer: AC

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#### QUESTION 2

Which percent of IT spending is controlled by IT?

- A. 50%
- B. 40%
- C. 60%
- D. 80%

Correct Answer: C

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#### QUESTION 3

Which factors help determine the collaboration fit?

- A. complexity and interactivity
- B. audience size and distribution
- C. complexity and duration
- D. complexity and audience size

Correct Answer: D

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#### QUESTION 4

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

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#### QUESTION 5

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

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