



700-651^{Q&As}

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

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

QUESTION 2

Which option lists the Cisco Collaboration pillars?

- A. on-premises, hosted, and cloud
- B. cloud, hybrid, and virtual
- C. on-premises, interoperable, and hybrid
- D. on-premises, cloud, and hybrid

Correct Answer: D

QUESTION 3

Which step is the first in a converged architecture strategy and assessment?

- A. Conduct network assessment based on KPIs.
- B. Identify architecture gaps.
- C. Apply benchmark metrics.
- D. Perform business and technical analysis of infrastructure.

Correct Answer: C

QUESTION 4

Which option does collaboration in context refer to?

- A. design documents used to sell the solution
- B. how customers purchase collaboration solutions



- C. how the customer uses collaboration to address their needs
- D. physical collaboration components

Correct Answer: C

QUESTION 5

How many user profiles does the Cisco UCL Enhanced Plus support?

- A. 10
- B. 1
- C. 5
- D. 2

Correct Answer: B

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