



700-651^{Q&As}

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

Which description of the purpose of activity-based working spaces is true?

- A. faster frequent interaction and collaboration among individuals and teams
- B. for more formal and important discussions and decision making
- C. bringing access to information and collaboration tools closer to the point of work
- D. adoption of personal video and telepresence units

Correct Answer: A

QUESTION 2

Which two options are differentiators of the Cisco Collaboration Architecture? (Choose two.)

- A. Collaboration tools are set up all at once
- B. Ability of Cisco to integrate with many other collaboration solutions
- C. Integration of Cisco Presence into the solution
- D. Business-to-business extensibility
- E. Prestige of the solution

Correct Answer: BD

QUESTION 3

Which option do you need to apply a customer budget to products?

- A. knowledge of who the decision makers are
- B. clear understanding of the end goal
- C. if the customer has any flexibility in their budget to buy additional products as needed
- D. what licenses apply to each product

Correct Answer: B

QUESTION 4

For which purpose was the Cisco Spark Flex Plan designed?

- A. to simplify the transition to cloud-based collaboration solutions



- B. to simplify the transition to hybrid-based collaboration solutions
- C. to simplify the transition to all collaboration solutions
- D. to simplify the transition to premises-based collaboration solutions

Correct Answer: A

QUESTION 5

Which option does team collaboration refer to?

- A. all tools that allow members of a team single outlets for collaboration together on projects
- B. specific and limited tools that allow members of a team multiple outlets for collaboration together in projects
- C. specific tools that allow members of a team multiple outlets for storing isolated content on projects
- D. all tools that allow members of a team multiple outlets for collaboration together on projects

Correct Answer: D

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