



700-651^{Q&As}

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

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 2

Which option lists Cisco differentiators?

- A. experience, premise architecture, static configurations
- B. experience, cloud API, and hybrid architecture
- C. cloud API, web presence, and hardware
- D. premise architecture, cloud API, and static configurations

Correct Answer: B

QUESTION 3

Which capability can Pexip provide?

- A. conferencing
- B. video endpoints
- C. voice endpoints
- D. call center functions

Correct Answer: A

QUESTION 4

Which Cisco UCL plans support all Cisco user devices?

- A. Basic and Enhanced
- B. Enhanced and Enhanced Plus



C. Essential and Enhanced Plus

D. Essential and Basic

Correct Answer: B

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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