



700-651^{Q&As}

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

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 2

Which purpose of the Quick Pricing tool is true?

- A. It obtains general design best practices.
- B. It provides pricing guidance on the optimal solution.
- C. It build the BOM for you.
- D. It provides detailed design options for Cisco Collaboration.

Correct Answer: C

QUESTION 3

Which sales play focuses on B2B and B2C communication?

- A. HR
- B. facilities
- C. entertainment
- D. travel

Correct Answer: D

QUESTION 4

Why is Cisco the easy choice for customers?

- A. Cisco always has the lowest prices.
- B. Cisco provides solutions that already have all options preselected for the customer.



C. Cisco provides complete communication solutions.

D. Cisco is the only company that provides 24 hour support.

Correct Answer: C

QUESTION 5

Which type of licensing has Cisco historically used for its products?

A. single-use licenses

B. enterprise-based licenses

C. device-based licenses

D. user-based licenses

Correct Answer: C

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