



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

Cisco Collaboration Architecture Sales Essentials

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#### QUESTION 1

Which option is the only constant in the workplace?

- A. way people work
- B. way information is shared
- C. way humans interact with each other
- D. way video infrastructure communicates

Correct Answer: D

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#### QUESTION 2

Which sales step identifies products that you think benefit the customer needs the most?

- A. education
- B. qualification
- C. introduction
- D. rapport

Correct Answer: A

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#### QUESTION 3

Which capabilities can be provided by Polycom?

- A. video endpoints, voice endpoints, call center functions
- B. video endpoints, voice endpoints, conferencing
- C. conferencing, call center functions, instant messaging
- D. call control, voice endpoints, contact center

Correct Answer: B

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#### QUESTION 4

Which option lists the components of Cisco Spark?

- A. messaging and meeting
- B. messaging, meeting, and collaboration



C. messaging, meeting, and calling

D. messaging, calling, and collaboration

Correct Answer: C

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#### QUESTION 5

Which option lists steps to every sale?

A. qualification and rapport

B. rapport and awareness

C. introduction and qualification

D. awareness and education

Correct Answer: A

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