



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

How can dramatic growth of unstructured work be addressed?

- A. flexible working environment and shared spaces
- B. increasing the number of cubicles
- C. decreasing collaboration
- D. expand facilities

Correct Answer: A

QUESTION 3

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 4

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

QUESTION 5

Which options are the Cisco user-based license models?

- A. Cisco UWL and Cisco UCL
- B. Cisco WUL and Cisco CUL
- C. Cisco Flex Plans
- D. Cisco User Integration and Adoption Plans

Correct Answer: A

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