700-651^{Q&As}

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

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 2

Which type of travel spending is categorized as good spending?

A. noncontributing travel

B. revenue-generating expenses

C. external travel

D. internal travel

Correct Answer: B

QUESTION 3

Which Cisco collaboration product is promoted as an agile teaming application?

A. Cisco Meeting Server

B. Cisco WebEx Event Center

C. Cisco Spark

D. Cisco Immersive Endpoints

Correct Answer: C

QUESTION 4

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

QUESTION 5

How can you drive modernization within your customer\\'s existing environment?

A. Hire an external consultant to convince the customer to modernize.

B. Provide support to end of sale products.

C. Remind customers that their competitors are modernizing.

D. Remind customers that they reduce operational risk by keeping current products with current support.

Correct Answer: D

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