



700-651^{Q&As}

Cisco Collaboration Architecture Sales Essentials

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QUESTION 1

Which option is the average cost to hire an employee in the United States?

- A. 5 thousand dollars
- B. 10 thousand dollars
- C. 25 thousand dollars
- D. 20 thousand dollars

Correct Answer: C

QUESTION 2

Which description of the purpose of activity-based working spaces is true?

- A. faster frequent interaction and collaboration among individuals and teams
- B. for more formal and important discussions and decision making
- C. bringing access to information and collaboration tools closer to the point of work
- D. adoption of personal video and telepresence units

Correct Answer: A

QUESTION 3

Which Cisco UCM version provides access to Spark Hybrid functionality?

- A. 10.5 or higher
- B. 11.0
- C. 9.1 or higher
- D. 10.5

Correct Answer: A

QUESTION 4

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

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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