



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

Which option do all aspects of the Unified Communications and Collaboration system rely on?

- A. licensing that is purchased
- B. administrator security rights
- C. proper design and deployment of the system architecture
- D. proper delegation of tasks during the sales cycle and deployment

Correct Answer: C

QUESTION 3

Which way to handle objections is the best?

- A. Refuse to listen to objections.
- B. Communicate value and benefits.
- C. Agree with objections to get the customer to trust you.
- D. Provide documentation on why their objections are invalid.

Correct Answer: B

QUESTION 4

How does Cisco Enterprise licensing provide a customer advantage?

- A. It requires individual licensing per device.
- B. It simplifies collaboration solutions.



C. It simplifies bandwidth licensing.

D. It requires individual licensing per product.

Correct Answer: B

QUESTION 5

Which Cisco phone has capability for all collaboration requirements, including intelligent proximity, Wi-Fi, and video?

A. 8865

B. 8841

C. 8845

D. 8861

Correct Answer: A

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