

700-001^{Q&As}

Cisco Video Solution Sales Representative

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QUESTION 1

Which product streamlines the deployment of video?

- A. Cisco touch
- B. Cisco Business Edition 6000
- C. Cisco Tele Presence ISDN Link
- D. Cisco Tele Presence Server.

Correct Answer: B

QUESTION 2

How many participants does Cisco CMR Hybrid support in a single meeting?

- A. 50 video and 5000 WebEx participants
- B. 1000 video and 5000 WebEx participants
- C. 100 video and 500 WebEx participants
- D. 10 video and 100 WebEx participants

Correct Answer: C

QUESTION 3

Which two types of endpoints allow users to connect to Cisco Collaboration Meeting Rooms? (Choose two)

- A. Face time
- B. Lync 2010 or 2013
- C. nonstandard video endpoints
- D. Skype
- E. Standards-based video endpoints.

Correct Answer: BE

QUESTION 4

Which option describes the Cisco SX Series?

A. client that can be loaded on a computer or laptop, srnartphone, or tablet



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- B. IP video phone for use at the office and home office
- C. desktop system for use at the office and home office
- D. collaboration room system for conference rooms and offices
- E. codecs and integrator system for integrating audio/visual and large rooms

Correct Answer: E

QUESTION 5

Customers use video technology tools to accomplish which two goals? (Choose two)

- A. increase face-time when driving
- B. increase network use
- C. increase productivity
- D. save time
- E. reduce network costs

Correct Answer: CD

QUESTION 6

Which option describes the Cisco jabber product?

- A. Soft client that can be loaded on a computer or laptop, smartphone, or tablet.
- B. IP video phone for use at the office and home office.
- C. Desktop system for use at the office and home office.
- D. Collaboration room system for conference rooms and offices.
- E. Codecs and integrator system for integrating audio/visual and large rooms.

Correct Answer: A

QUESTION 7

How many participants does Cisco CMR Cloud support in a single call?

- A. 50video and 5000 webEx participants
- B. 25 video and 500 webEx participants
- C. 10 video and 100 webEx participants



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D. 1000 video and 5000 WebEx participants

Correct Answer: B

QUESTION 8

What does the Intelligent Audio feature do?

- A. eliminates distracting background noises
- B. enables the Cisco DX650 to share content
- C. ensures that you see what you do not hear
- D. enables the Cisco DX70 to move audio between devices

Correct Answer: A

QUESTION 9

Which two features does the Cisco DX70 have? (Choose two)

- A. supports Intelligent Proxirnity for Mobile Voice
- B. logins for shared work environments
- C. supportsintelligent Proximity for content Sharing
- D. small screen that is completely operated by touch
- E. Windows-based proud that offers access to tools and applications

Correct Answer: AB

QUESTION 10

Which product captures video for on-demand viewing?

- A. Tele Presence Content Server
- B. Show and share
- C. Media Experience engine
- D. Expressway core

Correct Answer: B

QUESTION 11



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Which approach will resonate with your customer regarding using video for travel reduction?

- A. Video can be used while you travel.
- B. Video eliminates 100 percent of travel costs.
- C. Targeting internal travel can help customers focus on reducing up to 20 percent of current travel costs.
- D. Video reduces travel.

Correct Answer: C

QUESTION 12

What does Cisco Prime Analytics do?

- A. allows users to view slides
- B. allows companies to use an API to connect to Microsoft Lync
- C. enables fire wall traversal
- D. provides real-time analysis and action.

Correct Answer: D

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