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Cisco Video Sales Essentials

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QUESTION 1

Which call control solution is designed for advanced video routing on video-only networks?

A. UCM

B. HCS

C. Spark

D. Expressway

Correct Answer: D

QUESTION 2

What can a Cisco solution enable a travel leader line of business customer to do?

A. Keep employees up-to-date on regulatory requirements.

B. Provide a face-to-face experience that makes the work stream productive.

C. Improve access to primary and specialist caregivers.

D. Improve supply chain agility through improved partner and supplier relationships via face-to-face video.

Correct Answer: D

QUESTION 3

What is at the center of collaboration?

A. People

B. Places

C. Millennials

D. Meetings

Correct Answer: A

QUESTION 4

How many employees admit to bringing other work to meetings?

A. 20%

B. 45%

C. 55%

D. 70%

Correct Answer: D

QUESTION 5

Which premise-based conferencing solution is designed for highly scalable meetings, with servers designed for highly scalable meetings, with servers that can be deployed across an enterprise without financial penalty?

A. Telepresence Server

B. Spark

C. WebEx

D. Cisco Meeting Server

Correct Answer: D

QUESTION 6

What type of endpoint is loaded on a tablet, smartphone, laptop or desktop PC?

A. Immersive system

B. Mobile client

C. Room system

D. Desktop system

Correct Answer: B

QUESTION 7

Which cloud-based call control solution supports unified communications and contact center?

A. Spark

B. UCM

C. Expressway

D. HCS

Correct Answer: D

QUESTION 8

What can a Cisco solution enable an Education Industry customer to do?

A. Let citizens join meetings, share applications, and use video.

B. Accommodate evolving student learning styles through mobile video applications.

C. Make experts or specialists available face-to-face even when they are not at the same location as the purchaser.

D. Gain visibility into and streamline the supply chain.

Correct Answer: B

QUESTION 9

What is a common Financial industry need?

A. Increasing guest loyalty with customized services.

B. Offering or scaling digital communication channels for customers.

C. Providing a way for students to collaborate electronically.

D. Addressing natural disasters.

Correct Answer: B

QUESTION 10

Which WebEx Center has program and campaign management?

A. Event Center

B. Meeting Center

C. Training Center

D. Support Center

Correct Answer: A

QUESTION 11

What can a Cisco solution enable a travel leader line of business customer to do?

A. Keep employees up-to-date on regulatory requirements.

B. Provide a face-to-face experience that makes the work stream productive.

C. Improve access to primary and specialist caregivers.

D. Improve supply chain agility through improved partner and supplier relationships via face-to-face video.

Correct Answer: D

QUESTION 12

According to McKinsey, how many banking transactions will be conducted through self-service and digital channels by 2019?

A. 75%

B. 25%

C. 45%

D. 95%

Correct Answer: A

QUESTION 13

What is the average amount of time a Millennial stays in a job?

A. 9 Years or less

B. 5 years or less

C. 15 years or less

D. 3 years or less

Correct Answer: B

QUESTION 14

Which Spark package supports meetings up to 200 people powered by WebEx and 25 people powered by Spark?

A. Advanced, or M2

B. Premium, or M3

C. Meeting Center

D. Plus, or M1

Correct Answer: D

QUESTION 15

Which on-premise call control solution supports unified communications and contact center?

A. Expressway

B. UCM

C. HCS

D. Spark

Correct Answer: B

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