700-651^{Q&As}

700-651^{Q&As}

Cisco Collaboration Architecture Sales Essentials

Pass Cisco 700-651 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

https://www.passapply.com/700-651.html

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Cisco Official Exam Center

QUESTION 1

Which SWSS offer allows customers to choose the right level of service for on-premises, cloud, and hybrid environments?

A. Enhanced SWSS

B. Unified Communications SWSS

C. Lifecycle SWSS

D. Cisco Spark and WebEx SWSS

Correct Answer: D

QUESTION 2

Which option does BYOx refer to?

A. bring your own application

B. bring your own XML

C. bring your own device

D. bring your own experience

Correct Answer: A

QUESTION 3

Why does the millennial generation have a different perspective and expectation on how work is approached?

A. They can relate better to people that other generations.

B. They grew up with the Internet and technology.

C. They have always worked in team environments.

D. They know more about the global economy.

Correct Answer: B

QUESTION 4

Which percent of IT spending is controlled by IT?

A. 50%

B. 40%

C. 60%

D. 80%

Correct Answer: C

QUESTION 5

Which Cisco UCL plans support all Cisco user devices?

A. Basic and Enhanced

B. Enhanced and Enhanced Plus

C. Essential and Enhanced Plus

D. Essential and Basic

Correct Answer: B

QUESTION 6

Which Cisco product is a premised-based, cloud-managed telephone platform that targets the SMB market for partner recurring revenue?

A. Cisco Hybrid Media Services

B. Cisco Hybrid Business Edition 6000

C. Cisco Spark Flex Plan

D. Cisco Business Edition 4000

Correct Answer: D

QUESTION 7

How many user profiles does the Cisco UCL Enhanced Plus support?

A. 10

B. 1

C. 5

D. 2

Correct Answer: B

QUESTION 8

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 9

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 10

Which action must be taken first when deciding what to sell to a customer?

A. Consider the size of the organization.

B. Determine their licensing needs.

C. Discuss the benefits of modernizing equipment.

D. Assess what the customer currently has in place.

Correct Answer: D

QUESTION 11

Which two of the following are concerns that an operations manager may have in making a decision on Cisco Collaboration? (Choose two.)

A. Fast adoption of organizational changes

B. How to engage with external suppliers quickly

C. Reliability of the company infrastructure

D. Go-to-market time of new products or services

E. Changing customer demands

Correct Answer: AC

QUESTION 12

Which BOM tool must be referenced when design requirements are outside the scope of Cisco preferred architectures?

A. Cisco Preferred Architecture Design Overview

B. Cisco Solution Reference Network Designs Guide

C. Preferred Architecture Cisco Validated Design

D. Preferred Architecture Application Cisco Validated Design

Correct Answer: B

Reference: https://www.cisco.com/c/dam/en/us/td/docs/solutions/PA/midmarket/voice.pdf

---

QUESTION 13

Why is Cisco the easy choice for customers?

A. Cisco always has the lowest prices.

B. Cisco provides solutions that already have all options preselected for the customer.

C. Cisco provides complete communication solutions.

D. Cisco is the only company that provides 24 hour support.

Correct Answer: C

QUESTION 14

Which Cisco platform provides all of the applications and integrations that other vendors have built?

A. Hybrid Media Services

B. Cisco API and Bot Plan

C. Spark Depot Marketplace

D. Cisco Spark Flex Plan

Correct Answer: C

QUESTION 15

Which action can increase the bottom line and add value to the customer?

A. Offer 24 hour TAC support free of charge.

B. Offer a Cisco Software Services contract.

C. Offer unlimited warranties on all equipment.

D. Offer a discount for referrals.

Correct Answer: B

[700-651 PDF Dumps](#)   [700-651 VCE Dumps](#)   [700-651 Braindumps](#)