Exam Questions 700-651
Cisco Collaboration Architecture Sales Essentials
NEW QUESTION 1
Which Cisco Spark Flex Plan is an enterprise-wide subscription for meetings, messaging, and calling?

A. Employee Count
B. Cloud Flex
C. Active User
D. Shared Meetings

Answer: B

NEW QUESTION 2
Which expense is typically the highest for almost all companies?

A. travel
B. facilities
C. human resources
D. entertainment

Answer: C

NEW QUESTION 3
For on-premises deployments, which option does Cisco recommend for a consistent one meeting experience and full interoperability?

A. Cisco Telepresence Server
B. Cisco Meeting Server
C. Cisco Expressway
D. Cisco Conductor

Answer: B

Explanation:
Cisco Meeting Server provides a consistent one-meeting experience for every meeting attendee, as well as open interoperability, all based on a highly scalable software architecture supporting business-quality meetings from mobile through immersive via audio, video, and web. The software has two major elements: the server software and an extension of the server in the form of an app/client that Knowledge Workers use to access and control their meetings. Cisco Meeting Server supports standards-based video endpoints, including the Cisco portfolio of telepresence endpoints as well as third-party solutions such as Skype for Business. It includes Personal Multiparty (PMP) and Shared Multiparty (SMP) licenses, Multibrand license, and Recording port licenses.


NEW QUESTION 4
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

Answer: B

Explanation:
https://www.cisco.com/c/en/us/td/docs/voice_ip_comm/cucm/admin/10_0_1/ccmfeat/CUCM_BK_F3AC1C0F_

NEW QUESTION 5
Which sales play focuses on B2B and B2C communication?

A. HR
B. facilities
C. entertainment
D. travel

Answer: D

NEW QUESTION 6
Which option lists Cisco differentiators?

A. experience, premise architecture, static configurations
B. experience, cloud API, and hybrid architecture
C. cloud API, web presence, and hardware
D. premise architecture, cloud API, and static configurations

Answer: B

NEW QUESTION 7
Which company can supply and support a full next-generation meeting deployment?
NEW QUESTION 1
A. Cisco
B. Polycom
C. Microsoft
D. Zoom

Answer: A

NEW QUESTION 8
How is transactional revenue procured?
A. through a subscription-based model
B. through a one-time transaction
C. through a time-building model
D. through massive marketing campaigns

Answer: D

NEW QUESTION 9
How many devices does the Cisco UCL Enhanced Plus support?
A. 10
B. 5
C. 2
D. 1

Answer: C

NEW QUESTION 10
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

Answer: C

NEW QUESTION 11
For which purpose was the Cisco Spark Flex Plan designed?
A. to simplify the transition to cloud-based collaboration solutions
B. to simplify the transition to hybrid-based collaboration solutions
C. to simplify the transition to all collaboration solutions
D. to simplify the transition to premises-based collaboration solutions

Answer: A

NEW QUESTION 12
Which sales resource is the best to use when approaching existing customers?
A. Refresh Collab Website
B. Promotions Center
C. Cisco Install Base Portal
D. Virtual Machine Placement tool

Answer: A

NEW QUESTION 13
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