Q&A

Up-to-date Questions and Answers from authentic resources to improve knowledge and pass the exam at very first attempt.
----- Guaranteed.

KILL EXAMS

PASS

Cisco

700-651

Cisco Collaboration Architecture Sales Essentials

QUESTION: 52
Which option does collaboration in context refer to?

A. design documents used to sell the solution
B. how customers purchase collaboration solutions
C. how the customer uses collaboration to address their needs
D. physical collaboration components

Answer: C

QUESTION: 53
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: D

QUESTION: 54
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

Answer: C

QUESTION: 55
Which option does a Cisco Experience-Centric solution enable?

A. building incremental value from current offerings
B. adding value to investments already made
C. integrating with infrastructures, devices, and services
D. consistent experience across devices and applications

Answer: D

QUESTION: 56
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

Answer: B

QUESTION: 57
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.

Answer: D

QUESTION: 58
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

Answer: B

QUESTION: 59
Which description of the purpose of activity-based working spaces is true?

A. bringing access to information and collaboration tools closer to the point of work
B. for more formal or important discussions and decision making
C. faster frequent interaction and collaboration among individuals and teams
D. adoption of personal video and telepresence units

Answer: A

QUESTION: 60
Which option does team collaboration refer to?

A. all tools that allow members of a team single outlets for collaborating together on projects
B. specific and limited tools that allow members of a team multiple outlets for collaborating together on projects
C. all tools that allow members of a team multiple outlets for collaborating together on projects
D. specific tools that allow members of a team multiple outlets for storing isolated content on projects

Answer: A

SAMPLE QUESTIONS

*These questions are for demo purpose only. **Full version** is up to date and contains actual questions and answers.*

Killexams.com is an online platform that offers a wide range of services related to certification exam preparation. The platform provides actual questions, exam dumps, and practice tests to help individuals prepare for various certification exams with confidence. Here are some key features and services offered by Killexams.com:

Actual Exam Questions: Killexams.com provides actual exam questions that are experienced in test centers. These questions are updated regularly to ensure they are up-to-date and relevant to the latest exam syllabus. By studying these actual questions, candidates can familiarize themselves with the content and format of the real exam.

Exam Dumps: Killexams.com offers exam dumps in PDF format. These dumps contain a comprehensive collection of questions and answers that cover the exam topics. By using these dumps, candidates can enhance their knowledge and improve their chances of success in the certification exam.

Practice Tests: Killexams.com provides practice tests through their desktop VCE exam simulator and online test engine. These practice tests simulate the real exam environment and help candidates assess their readiness for the actual exam. The practice tests cover a wide range of questions and enable candidates to identify their strengths and weaknesses.

Guaranteed Success: Killexams.com offers a success guarantee with their exam dumps. They claim that by using their materials, candidates will pass their exams on the first attempt or they will refund the purchase price. This guarantee provides assurance and confidence to individuals preparing for certification exams.

Updated Content: Killexams.com regularly updates its question bank and exam dumps to ensure that they are current and reflect the latest changes in the exam syllabus. This helps candidates stay up-to-date with the exam content and increases their chances of success.

Technical Support: Killexams.com provides free 24x7 technical support to assist candidates with any queries or issues they may encounter while using their services. Their certified experts are available to provide guidance and help candidates throughout their exam preparation journey.

For More exams visit https://killexams.com/vendors-exam-list
Kill your exam at First Attempt....Guaranteed!