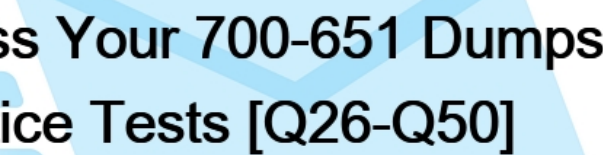


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The benefit in Obtaining the 700-651 Exam Certification - Cisco Collaboration Architecture Sales Essentials

Certification provides practical experience to candidates from all the aspects to be a proficient worker in the organization.- Cisco Collaboration Architecture Sales Essentials will be confident and stand different from others as their skills are more trained than non-certified professionals.- Cisco Collaboration Architecture Sales Essentials Certifications provide opportunities to get a job easily in which they are interested in instead of wasting years and ending without getting any experience.

Cisco 700-651 Exam Syllabus Topics:

TopicDetailsTopic 1- Describe Cisco Collaboration architecture and business KPIs- Explain how to drive recurring revenueTopic 2- Describe mapping business requirements to solutions- Describe the components of Cloud licensingTopic 3- Explain presenting solutions and overcoming objections- Describe the current collaboration landscapeTopic 4- Describe the components of Hybrid licensing- Collaboration Solution ArchitectureTopic 5- Explain strategies to address the competition- Explain buying centers and stakeholdersTopic 6- Explain collaboration architecture design examples- Describe the collaboration architectureTopic 7- Describe the tools available for building customer BOM- Explain how Cisco collaboration applications to drive partner service revenuesTopic 8- Explain positioning the Cisco Collaboration architecture- Describe building a common business approach and use case

NEW QUESTION 26

Which type of travel spending is categorized as good spending?

- * noncontributing travel
- * revenue-generating expenses
- * external travel
- * internal travel

NEW QUESTION 27

Which option does team collaboration refer to?

- * all tools that allow members of a team single outlets for collaborating together on projects
- * specific and limited tools that allow members of a team multiple outlets for collaborating together on projects
- * all tools that allow members of a team multiple outlets for collaborating together on projects
- * specific tools that allow members of a team multiple outlets for storing isolated content on projects

NEW QUESTION 28

Which sales step identifies products that you think benefit the customer needs the most?

- * education
- * qualification
- * introduction
- * rapport

NEW QUESTION 29

Which purpose of the Quick Pricing tool is true?

- * It obtains general design best practices.
- * It provides pricing guidance on the optimal solution.
- * It build the BOM for you.
- * It provides detailed design options for Cisco Collaboration.

NEW QUESTION 30

Which Cisco UCL plans support all Cisco user devices?

- * Basic and Enhanced
- * Enhanced and Enhanced Plus
- * Essential and Enhanced Plus
- * Essential and Basic

NEW QUESTION 31

Which video endpoint series is ideal for small to medium-sized meeting rooms and huddle spaces?

- * SX80 Codec
- * MX Series
- * SX10 and SX20 Series Quick Sets
- * IX Series

Explanation

<https://www.cisco.com/c/en/us/products/collaboration-endpoints/telepresence-quick-set-series/index.html#~stick>

NEW QUESTION 32

Which design resource allows you and the customer to view examples of collaboration solutions based on scenarios, products, or experiences?

- * Project Workplace
- * HCS Configuration tool
- * Virtual Machine Placement tool
- * Quick Pricing tool

NEW QUESTION 33

Which sales play focuses on B2B and B2C communication?

- * HR
- * facilities
- * entertainment
- * travel

NEW QUESTION 34

Which option do you need to apply a customer budget to products?

- * knowledge of who the decision makers are
- * clear understanding of the end goal
- * if the customer has any flexibility in their budget to buy additional products as needed
- * what licenses apply to each product

NEW QUESTION 35

Which Cisco Spark Flex Plan is an enterprise-wide subscription for meetings, messaging, and calling?

- * Employee Count
- * Shared Meetings
- * Cloud Flex
- * Active User

The Cisco Spark Flex Plan Employee Count is an enterprise-wide subscription for meetings, messaging, and calling

NEW QUESTION 36

Why is Cisco the easy choice for customers?

- * Cisco always has the lowest prices.
- * Cisco provides solutions that already have all options preselected for the customer.
- * Cisco provides complete communication solutions.
- * Cisco is the only company that provides 24 hour support.

NEW QUESTION 37

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

- * Hybrid Media Services
- * Hybrid Business Edition 6000
- * Cisco Spark Flex Plan
- * Cisco Business Edition 4000

NEW QUESTION 38

Which sales play focuses on B2B and B2C communication?

- * HR
- * facilities
- * entertainment
- * travel

NEW QUESTION 39

How long do new workforce employees stay with a company on average?

- * 5 to 10 years
- * 9 to 15 years
- * 3 years or less
- * 3 to 5 years

NEW QUESTION 40

Which type of licensing has Cisco historically used for its products?

- * single-use licenses
- * enterprise-based licenses
- * device-based licenses
- * user-based licenses

NEW QUESTION 41

Which option is the average cost to hire an employee in the United States?

- * 5 thousand dollars
- * 10 thousand dollars
- * 25 thousand dollars
- * 20 thousand dollars

NEW QUESTION 42

Which company can supply and support a full next-generation meeting deployment?

- * Cisco
- * Polycom
- * Microsoft
- * Zoom

NEW QUESTION 43

For on-premises deployments, which option does Cisco recommend for a consistent one meeting experience and full

interoperability?

- * Cisco TelePresence Server
- * Cisco Meeting Server
- * Cisco Expressway
- * Cisco Conductor

NEW QUESTION 44

Which ability do today's collaboration solutions offer to organizations?

- * to compartmentalize participants into unique meeting experiences
- * to separate video, audio, and web participants into multiple meeting experiences
- * to integrate video, audio, and web participants into single, unified meeting experience
- * to migrate audio participants to video participants in a specific meeting experience

NEW QUESTION 45

Which Cisco collaboration product is promoted as an agile teaming application?

- * Cisco Spark
- * Cisco Meeting Server
- * Cisco WebEx Center
- * Cisco Immersive Endpoints

NEW QUESTION 46

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

- * Cisco Telepresence Server
- * Cisco Meeting Server
- * Cisco Expressway
- * Cisco Conductor

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

<https://www.cisco.com/c/en/us/products/collateral/unified-communications/spark-flex-plan/datasheet-c78-74039>

NEW QUESTION 47

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

- * They can relate better to people that other generations.
- * They grew up with the Internet and technology.
- * They have always worked in team environments.
- * They know more about the global economy.

NEW QUESTION 48

Which Cisco phone has capability for all collaboration requirements, including intelligent proximity, Wi-Fi, and video?

- * 8865
- * 8841
- * 8845
- * 8861

NEW QUESTION 49

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

- * Offer 24 hour TAC support free of charge.
- * Offer a Cisco Software Services contract.
- * Offer unlimited warranties on all equipment.
- * Offer a discount for referrals.

NEW QUESTION 50

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

- * Cisco Hybrid Media Services
- * Cisco Hybrid Business Edition 6000
- * Cisco Spark Flex Plan
- * Cisco Business Edition 4000

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<https://www.exams4sures.com/Cisco/700-651-practice-exam-dumps.html>