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Cisco

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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



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