

700-020 Dumps

Cisco Video Sales Essentials

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NEW QUESTION 1

How many employees admit to bringing other work to meetings?

- A. 20%
- B. 45%
- C. 55%
- D. 70%

Answer: D

NEW QUESTION 2

What is a common manufacturing industry need?

- A. Building guest loyalty through customer satisfaction.
- B. Offering more ways for students to connect to experts.
- C. Addressing increased global competition.
- D. Simplifying personal services for customers.

Answer: D

NEW QUESTION 3

Which Spark package supports meetings up to three people?

- A. Plus, or M1
- B. Training Center
- C. Advanced, or M2
- D. Premium, or M3

Answer: A

NEW QUESTION 4

What is a function of a call control solution?

- A. To join 3 or more participants in a meeting.
- B. To schedule calls.
- C. To provide an audio and video interface for the user.
- D. To act as a traffic cop for network communication.

Answer: D

NEW QUESTION 5

What is a common government or public sector industry need?

- A. Providing lifelong learning opportunities.
- B. Addressing higher citizen expectation for communications, services and information access.
- C. Streamlining production processes for more efficient supply chains.
- D. Addressing cost, quality and access to healthcare for patients.

Answer: B

NEW QUESTION 6

What can a Cisco solution enable a manufacturing industry customer to do?

- A. Collaborate with other educational institutions and organizations.
- B. Improve collaboration between employees and branch offices.
- C. Improve access to interpreters for specialized languages.
- D. Accelerate production issue resolution.

Answer: B

NEW QUESTION 7

Which Spark package supports meetings up to 200 people powered by WebEx and 25 people powered by Spark?

- A. Advanced, or M2
- B. Premium, or M3
- C. Meeting Center
- D. Plus, or M1

Answer: D

NEW QUESTION 8

What is a function of an endpoint?

- A. To act as a traffic cop for network communication.
- B. To provide an audio and video interface for the user.
- C. To join 3 or more participants in a meeting.
- D. To schedule calls.

Answer: B

NEW QUESTION 9

According to Gartner, how much technology spending will be outside of IT by the year 2020?

- A. 50%
- B. 75%
- C. 85%
- D. 90%

Answer: D

NEW QUESTION 10

Which call control solution is designed for advanced video routing on video-only networks?

- A. UCM
- B. HCS
- C. Spark
- D. Expressway

Answer: D

NEW QUESTION 10

Which system uses Intelligent Audio to cancel out background noise?

- A. DX70
- B. Spark
- C. Jabber
- D. DX80

Answer: D

NEW QUESTION 14

How does Cisco make work streams easier before a meeting?

- A. Cisco offers a different method of connecting for each type of meeting.
- B. Cisco created one very simple way to plan, join and meet.
- C. Cisco has moved all meetings functions to the cloud.
- D. Cisco does not make work streams easier.

Answer: B

NEW QUESTION 17

What is a common Financial industry need?

- A. Increasing guest loyalty with customized services.
- B. Offering or scaling digital communication channels for customers.
- C. Providing a way for students to collaborate electronically.
- D. Addressing natural disasters.

Answer: B

NEW QUESTION 18

How can you address a customer's previous investment in Microsoft Skype for Business?

- A. Show them that Jabber is better than Skype.
- B. Explain that Skype for Business cannot meet all of their needs, and they will eventually have to "rip and replace".
- C. Explain that Cisco's video solutions interoperate with most devices including Skype for Business, so they won't have to "rip and replace".
- D. Offer to cut your price.

Answer: C

NEW QUESTION 19

Which WebEx Center has polling and break out rooms?

- A. Support Center
- B. Meeting Center
- C. Event Center
- D. Training Center

Answer: D

NEW QUESTION 24

What can a Cisco solution enable a human resources line of business customer to do?

- A. Increase sales while lowering costs.
- B. Deploy and manage training company-wide.
- C. Reduce real estate costs and environmental impact.
- D. Encourage or enforce employees to follow guidelines when booking travel.

Answer: B

NEW QUESTION 25

What is a common human resources line of business need?

- A. Surpassing the increased service expectations from consumers.
- B. Decreasing low office utilization.
- C. Improving online experiences.
- D. Increasing employee retention.

Answer: A

NEW QUESTION 29

What is a function of a conferencing solution?

- A. To provide an audio and video interface for the user.
- B. To join 3 or more participants in a meeting.
- C. To schedule calls.
- D. To act as a traffic cop for network communication.

Answer: B

NEW QUESTION 34

What is a horizontal approach to selling?

- A. Selling to a line of business, regardless of industry.
- B. Selling based on common industry needs.
- C. Selling to IT.
- D. Selling to friends and family.

Answer: C

NEW QUESTION 39

Which mobile endpoint is designed to work with Cisco Meeting Server?

- A. Spark
- B. Jabber
- C. CMA
- D. WebEx

Answer: C

NEW QUESTION 42

Where can you find links to upcoming informational webinars, training resources, and other helpful partner resource links?

- A. Cisco Collaboration Community
- B. Collaboration Page for Partners
- C. Refresh Collab Website
- D. Project Workplace

Answer: B

NEW QUESTION 44

Which on-premise call control solution supports unified communications and contact center?

- A. Expressway
- B. UCM
- C. HCS
- D. Spark

Answer: B

NEW QUESTION 48

What is a unique feature of Expressway?

- A. Support of unified communications with contact center.
- B. Message, meet and calling for cloud-based solutions.
- C. Persistent content available to room participants.
- D. Firewall traversal for premise based solutions.

Answer: D

NEW QUESTION 50

Which endpoint solutions is used in a conference room or training room?

- A. Room system
- B. Desktop system
- C. Mobile client
- D. Immersive system

Answer: A

NEW QUESTION 51

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