

Use Real Cisco Achieve the 700-651 Dumps - 100% Exam Passing Guarantee [Q23-Q46]



Use Real Cisco Achieve the 700-651 Dumps - 100% Exam Passing Guarantee Verified 700-651 Q&As - Pass Guarantee 700-651 Exam Dumps QUESTION 23

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

- * faster frequent interaction and collaboration among individuals and teams
- * for more formal and important discussions and decision making
- * bringing access to information and collaboration tools closer to the point of work
- * adoption of personal video and telepresence units

Explanation/Reference:

QUESTION 24

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

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

QUESTION 25

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

QUESTION 26

Which options are the Cisco user-based license models?

- * Cisco UWL and Cisco UCL
- * Cisco WUL and Cisco CUL
- * Cisco Flex Plans
- * Cisco User Integration and Adoption Plans

QUESTION 27

Which type of travel spending is categorized as good spending?

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

QUESTION 28

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.

Explanation

<https://blogs.cisco.com/partner/building-your-customer-success-team-much-much-more-than-just-good-custome>

QUESTION 29

Which BOM tool must be referenced when design requirements are outside the scope of cisco preferred architecture?

- * Preferred Architecture Application Cisco Validated Design
- * Cisco Preferred Architecture Design Overview
- * Cisco Solution Reference Network Designs Guide
- * Preferred Architecture Cisco Validated Design

QUESTION 30

Which purpose of the Customer Lifecycle is true?

- * understanding why single-transaction customers are preferred
- * understanding what a customer needs between onboarding and renewing, and creating a customer for

life

- * understanding when you should no longer be selling products to a customer and start focusing on new

customers

- * understanding how to entice the customer to contact you when they want to purchase additional

products

QUESTION 31

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

QUESTION 32

How does Cisco Enterprise licensing provide a customer advantage?

- * It requires individual licensing per device
- * It simplifies collaboration solutions
- * It simplifies bandwidth licensing
- * It requires individual licensing per product

Explanation

<https://www.cisco.com/c/dam/en/us/products/collateral/software/q-and-a-c67-738992.pdf>

QUESTION 33

Which sales play focuses on B2B and B2C communication?

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

QUESTION 34

Which option does team collaboration refer to?

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

QUESTION 35

How many user profiles does the Cisco UCL Enhanced Plus support?

- * 10
- * 1
- * 5

* 2

Explanation

https://www.cisco.com/c/en/us/td/docs/voice_ip_comm/cucm/admin/10_0_1/ccmfeat/CUCM_BK_F3AC1C0F_0

QUESTION 36

How is recurring revenue procured?

- * through a time-building model
- * through a one-time transaction
- * through a subscription-based model
- * through massive marketing campaigns

QUESTION 37

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

QUESTION 38

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.

QUESTION 39

Which BOM tool must be referenced when design requirements are outside the scope of Cisco preferred

architectures?

- * Cisco Preferred Architecture Design Overview
- * Cisco Solution Reference Network Designs Guide
- * Preferred Architecture Cisco Validated Design
- * Preferred Architecture Application Cisco Validated Design

Explanation/Reference:

Reference: <https://www.cisco.com/c/dam/en/us/td/docs/solutions/PA/midmarket/voice.pdf>

QUESTION 40

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

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

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

QUESTION 42

Which components of the on-premises collaboration solution offer IP firewall traversal for B2B and B2C calling?

- * Cisco Expressway Core and Expressway Edge
- * Cisco TelePresence Conductor
- * Cisco TelePresence Server
- * Cisco Unity Connection server

QUESTION 43

For which purpose was the Cisco Spark Flex Plan designed?

- * to simplify the transition to cloud-based collaboration solutions
- * to simplify the transition to hybrid-based collaboration solutions
- * to simplify the transition to all collaboration solutions
- * to simplify the transition to premises-based collaboration solutions

QUESTION 44

Which feature of SWSS eliminates the need to repurchase software licenses?

- * software updates
- * expert support
- * license portability
- * license updates

Explanation

When purchased with Cisco ONETM Software, SWSS provides support for license portability. During a hardware refresh, this allows you to reassign license entitlements from one hardware platform to another and eliminates the need to purchase new software licenses.

https://www.cisco.com/c/dam/en_us/services/portfolio/documents/support-service-qa.pdf

QUESTION 45

Which option does an Cisco Experience-Centric solution enable?

- * Building incremental value from current offerings
- * Integrating with infrastructures, devices, and services
- * Adding value to investments already made
- * Consistent experience across devices and applications

QUESTION 46

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

Who should take the 700-651 exam

The Cisco Collaboration Architecture Sales Essentials certification is an internationally-recognized validation that identifies persons who earn it as possessing skilled in Cisco Collaboration Architecture Sales Essentials Certification. If a candidate wants significant improvement in career growth needs enhanced knowledge, skills, and talents. The Cisco 700-651 Exam provides proof of this advanced knowledge and skill. If a candidate has knowledge of associated technologies and skills that are required to pass Cisco 700-651 Exam then he should take this exam.

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<https://www.topexamcollection.com/700-651-vce-collection.html>