

## Cisco.700-651.v2022-07-28.q41

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### NEW QUESTION: 1

How many devices does the Cisco UCL Enhanced Plus support?

- A. 10
- B. 5
- C. 2
- D. 1

Answer: ([SHOW ANSWER](#))

### NEW QUESTION: 2

Which option lists the Cisco Collaboration pillars?

- A. cloud, hybrid, and virtual
- B. on-premises, interoperable, and hybrid
- C. on-premises, hosted, and cloud
- D. on-premises, cloud, and hybrid

Answer: D ([LEAVE A REPLY](#))

### NEW QUESTION: 3

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

- A. Cisco Conductor
- B. Cisco Meeting Server
- C. Cisco TelePresence Server
- D. Cisco Expressway

Answer: B ([LEAVE A REPLY](#))

### NEW QUESTION: 4

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

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

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 5**

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

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

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 6**

Which expense is typically the highest for almost all companies?

- A. entertainment
- B. human resources
- C. travel
- D. facilities

**Answer: B ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 7**

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

- A. to compartmentalize participants into unique meeting experiences
- B. to integrate video, audio, and web participants into single, unified meeting experience
- C. to separate video, audio, and web participants into multiple meeting experiences
- D. to migrate audio participants to video participants in a specific meeting experience

**Answer: B ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 8**

Which option is the only constant in the workplace?

- A. way information is shared
- B. way video infrastructure communicates
- C. way humans interact with each other
- D. way people work

**Answer: D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 9**

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

- A. Hybrid Media Services
- B. Cisco Spark Flex Plan
- C. Hybrid Business Edition 6000
- D. Cisco Business Edition 4000

**Answer: D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 10**

Which capability can Pexip provide?

- A. conferencing
- B. call center functions
- C. video endpoints
- D. voice endpoints

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 11**

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

- A. Active User
- B. Shared Meetings
- C. Cloud Flex
- D. Employee Count

**Answer: C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 12**

Which Cisco platform provides all of the applications and integrations that other vendors have built?

- A. Hybrid Media Services
- B. Cisco API and Bot Plan
- C. Spark Depot Marketplace
- D. Cisco Spark Flex Plan

**Answer: ([SHOW ANSWER](#))**

Explanation

<https://blogs.cisco.com/collaboration/discover-cisco-spark-depot>

#### **NEW QUESTION: 13**

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

- A. Cisco Meeting Server
- B. Cisco TelePresence Server

C. Cisco Expressway

D. Cisco Conductor

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 14**

Which percent of IT spending is controlled by IT?

A. 40%

B. 60%

C. 80%

D. 50%

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 15**

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

A. rapport

B. education

C. qualification

D. introduction

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 16**

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

A. Offer 24 hour TAC support free of charge

B. Offer a Cisco Software Services contract.

C. Offer unlimited warranties on all equipment.

D. Offer a discount for referrals.

**Answer: B (LEAVE A REPLY)**

Explanation

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

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**NEW QUESTION: 17**

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

- A. Cisco Spark
- B. Cisco Immersive Endpoints
- C. Cisco WebEx Center
- D. Cisco Meeting Server

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 18**

Which option does BYOx refer to?

- A. bring your own XML
- B. bring your own experience
- C. bring your own application
- D. bring your own device

**Answer: D ([LEAVE A REPLY](#))**

**NEW QUESTION: 19**

Which purpose of the Quick Pricing tool is true?

- A. It obtains general design best practices.
- B. It provides detailed design options for Cisco Collaboration.
- C. It builds the BOM for you.
- D. It provides pricing guidance on the optimal solution.

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 20**

Which option is the only constant in the workplace?

- A. way information is shared
- B. way people work
- C. way video infrastructure communicates
- D. way humans interact with each other

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 21**

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

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

**Answer: A ([LEAVE A REPLY](#))**

Explanation/Reference:

**NEW QUESTION: 22**

How can dramatic growth of unstructured work be addressed?

- A. increasing the number of cubicles
- B. expand facilities
- C. flexible working environments and shared spaces
- D. decreasing collaboration spaces

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 23**

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

- A. Microsoft
- B. Zoom
- C. Polycom
- D. Cisco

**Answer: D ([LEAVE A REPLY](#))**

**NEW QUESTION: 24**

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

- A. For more formal or important discussions and decision making
- B. Faster frequent interaction and collaboration among individuals and teams
- C. Bringing access to information and collaboration tools closer to the point of work
- D. Adoption of personal video and telepresence units

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 25**

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

- A. 8865
- B. 8845
- C. 8861
- D. 8841

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 26**

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

- A. Cisco Hybrid Business Edition 6000
- B. Cisco Business Edition 4000
- C. Cisco Spark Flex Plan
- D. Cisco Hybrid Media Services

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 27**

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

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

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 28**

How does Cisco Enterprise licensing provide a customer advantage?

- A. It simplifies collaboration solutions.
- B. It requires individual licensing per product.
- C. It requires individual licensing per device.
- D. It simplifies bandwidth licensing.

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 29**

Which option do all aspects of the Unified Communications and Collaboration system rely on?

- A. licensing that is purchased
- B. proper delegation of tasks during the sales cycle and deployment
- C. proper design and deployment of the system architecture
- D. administrator security rights

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 30**

Which step is the first in a converged architecture strategy and assessment?

- A. Conduct network assessment based on KPIs.
- B. Identify architecture gaps.
- C. Apply benchmark metrics.
- D. Perform business and technical analysis of infrastructure

**Answer: D ([LEAVE A REPLY](#))**

Explanation

In order to establish a baseline, Cisco experts begin by conducting a network assessment. During this process, and based on Cisco architecture leading practices and key performance indicators (KPIs), a snapshot-in-time measurement is produced. Further, by applying objective benchmarking metrics to these KPIs, Cisco engineers perform a business and technical analysis of your unique infrastructure, including end-user service requirements and application performance.

[https://www.cisco.com/c/dam/global/en\\_in/services/downloads/cisco-converged-architecture-strategy-and-assess](https://www.cisco.com/c/dam/global/en_in/services/downloads/cisco-converged-architecture-strategy-and-assess)

**NEW QUESTION: 31**

Which option lists the Cisco Collaboration pillars?

- A. on-premises, hosted, and cloud
- B. cloud, hybrid, and virtual
- C. on-premises, interoperable, and hybrid
- D. on-premises, cloud, and hybrid

**Answer:** ([SHOW ANSWER](#))

Explanation

<https://www.cisco.com/c/dam/en/us/solutions/collateral/collaboration/workplace-transformation/creating-collabo>

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**NEW QUESTION: 32**

Which sales play focuses on B2B and B2C communication?

- A. facilities
- B. travel
- C. entertainment
- D. HR

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 33**

Which option does BYOx refer to?

- A. bring your own application
- B. bring your own device
- C. bring your own experience
- D. bring your own XML

**Answer:** A ([LEAVE A REPLY](#))

**NEW QUESTION: 34**

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

- A. 5 to 10 years
- B. 9 to 15 years
- C. 3 years or less
- D. 3 to 5 years

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 35**

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

- A. 20 thousand dollars
- B. 5 thousand dollars
- C. 10 thousand dollars
- D. 25 thousand dollars

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 36**

How is transactional revenue procured?

- A. through a time-building model
- B. through a subscription-based model
- C. through a one-time transaction
- D. through massive marketing campaigns

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 37**

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 ([LEAVE A REPLY](#))**

Explanation/Reference:

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

**NEW QUESTION: 38**

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

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

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 39**

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

- A. SX80 Codec
- B. MX Series
- C. SX10 and SX20 Series Quick Sets
- D. IX Series

**Answer:** ([SHOW ANSWER](#))

Explanation

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

**NEW QUESTION: 40**

Which capabilities can be provided by Polycom?

- A. video endpoints, voice endpoints, call center functions
- B. call control, voice endpoints, contact center
- C. video endpoints, voice endpoints, conferencing
- D. conferencing, call center functions, instant messaging

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 41**

Which option do all aspects of the Unified Communications and Collaboration system rely on?

- A. licensing that is purchased
- B. administrator security rights
- C. proper design and deployment of the system architecture
- D. proper delegation of tasks during the sales cycle and deployment

**Answer: C** ([LEAVE A REPLY](#))

Explanation

All aspects of the Unified Communications and Collaboration System, including call routing, call control, applications and services, and operations and serviceability, rely heavily on proper design and deployment of the system architecture.

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