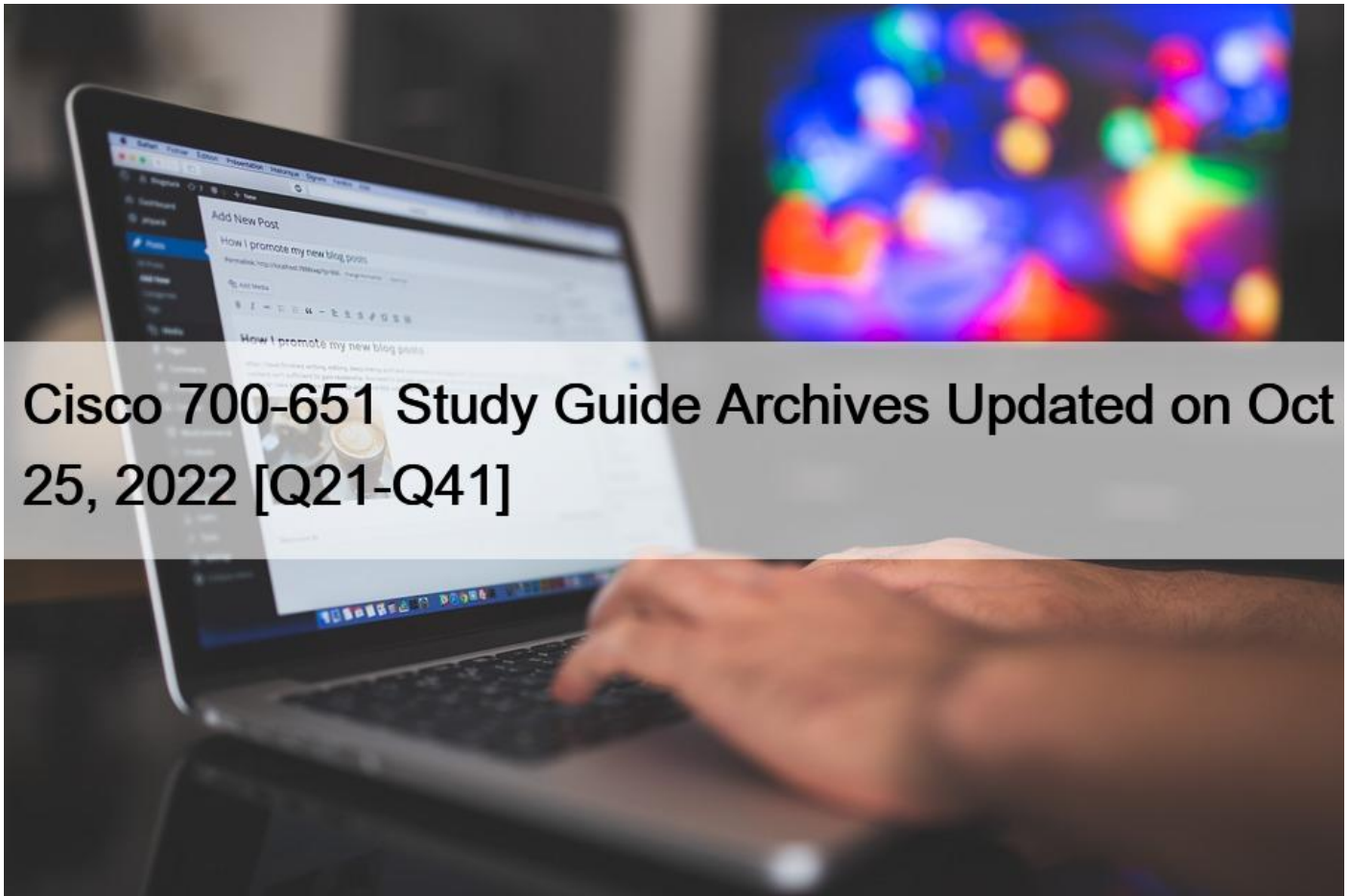


## Cisco 700-651 Study Guide Archives Updated on Oct 25, 2022 [Q21-Q41]



## Cisco 700-651 Study Guide Archives Updated on Oct 25, 2022 [Q21-Q41]

**Cisco 700-651 Study Guide Archives Updated on Oct 25, 2022 Download 700-651 Mock Test Study Material NO.21** How many devices does the Cisco UCL Enhanced Plus support?

- \* 10
- \* 5
- \* 2
- \* 1

**NO.22** 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

**NO.23** 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 a single, unified meeting experience
- \* to migrate audio participants to video participants in a specific meeting experience

## Explanation

Today's collaboration solutions offer organizations the ability to integrate video, audio, and web participants into a single, unified meeting experience. The guidelines within this Cisco Validated Design (CVD) guide are written with the overall collaboration architecture in mind. Subsystems are used for better organization of the content, and the recommendations within them are tested to ensure they align with recommendations in related subsystems.

<https://www.cisco.com/c/en/us/td/docs/solutions/CVD/Collaboration/enterprise/11x/collbcvd/intro.pdf>

**NO.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

**NO.25** Which option lists steps to every sale?

- \* qualification and rapport
- \* rapport and awareness
- \* introduction and qualification
- \* awareness and education

**NO.26** 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

**NO.27** 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

**NO.28** Which purpose of the Quick Pricing tool is true?

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

**NO.29** Which step is the first in a converged architecture strategy and assessment?

- \* Conduct network assessment based on KPIs.
- \* Identify architecture gaps.
- \* Apply benchmark metrics.
- \* Perform business and technical analysis of infrastructure

## 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)

**NO.30** Which percent of IT spending is controlled by IT?

- \* 50%
- \* 40%
- \* 60%
- \* 80%

**NO.31** 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>

**NO.32** 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](https://www.cisco.com/c/dam/en_us/services/portfolio/documents/support-service-qa.pdf)

**NO.33** Which Cisco collaboration product is promoted as an agile teaming application?

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

**NO.34** 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.

**NO.35** How is recurring revenue procured?

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

**NO.36** 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

**NO.37** 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](https://www.cisco.com/c/dam/en_us/services/portfolio/documents/support-service-qa.pdf)

**NO.38** Which sales play focuses on B2B and B2C communication?

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

**NO.39** 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.

**NO.40** Which purpose of the Quick Pricing tool is true?

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

**NO.41** Which Cisco UCL plans support all Cisco user devices?

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

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<https://www.examlabs.com/Cisco/Cisco-Account-Manager/best-700-651-exam-dumps.html>