

Cisco 700-651 Exam

Volume: 50 Questions

Question: 1

Which SWSS offer allows customers to choose the right level of service for on-premises, cloud, and hybrid environments?

- A. Enhanced SWSS
- B. Unified Communications SWSS
- C. Lifecycle SWSS
- D. Cisco Spark and WebEx SWSS

Answer: D

Question: 2

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

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

Answer: B

Question: 3

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

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

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Answer: B

Question: 4

How can you drive modernization within your customer's existing environment?

- A. Hire an external consultant to convince the customer to modernize.
- B. Provide support to end of sale products.
- C. Remind customers that their competitors are modernizing.
- D. Remind customers that they reduce operational risk by keeping current products with current support

Answer: D

Question: 5

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

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

Answer: C

Question: 6

Which option is the only constant in the workplace?

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

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Answer: A

Question: 7

Which option lists the components of Cisco Spark?

- A. messaging and meeting
- B. messaging, meeting, and collaboration
- C. messaging, meeting and calling
- D. messaging, calling, and collaboration

Answer: C

Question: 8

Which Customer Lifecycle touch point demonstrates commitment to the business objectives of a customer by suggesting complimentary solutions?

- A. Maximize Customer Investment Value
- B. Evaluate Expansion Opportunities
- C. Identify Coverage Gaps
- D. Capitalize on Renewals

Answer: B

Question: 9

Which design resource allows you and the customer to view examples of collaboration solutions based on scenarios products, or experiences?

- A. Project Workplace
- B. HCS Configuration tool
- C. Virtual Machine Placement tool
- D. Quick Pricing tool

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Answer: A

Question: 10

For which purpose was the Cisco Spark Flex Plan designed?

- A. to simplify the transition to cloud-based collaboration solutions
- B. to simplify the transition to hybrid-based collaboration solutions
- C. to simplify the transition to all collaboration solutions
- D. to simplify the transition to premises-based collaboration solutions

Answer: A

Question: 11

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

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

Answer: A

Question: 12

How does Cisco Enterprise licensing provide a customer advantage?

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