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

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

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