

700-020 Dumps

Cisco Video Sales Essentials

<https://www.certleader.com/700-020-dumps.html>



NEW QUESTION 1

Which endpoint provides the highest quality and most natural meeting experience?

- A. MX200
- B. MX800
- C. SX10
- D. IX5000

Answer: D

NEW QUESTION 2

Which Spark package supports meetings up to three people?

- A. Plus, or M1
- B. Training Center
- C. Advanced, or M2
- D. Premium, or M3

Answer: A

NEW QUESTION 3

What is a function of a call control solution?

- A. To join 3 or more participants in a meeting.
- B. To schedule calls.
- C. To provide an audio and video interface for the user.
- D. To act as a traffic cop for network communication.

Answer: D

NEW QUESTION 4

What is a vertical approach to selling?

- A. Selling to friends and family.
- B. Selling based on common industry needs.
- C. Selling to a line of business, regardless of industry.
- D. Selling to IT.

Answer: C

NEW QUESTION 5

What is a unique feature of Spark?

- A. Firewall traversal for premise-based solutions.
- B. Persistent content available to room participants.
- C. Advanced video routing on video-only networks.
- D. Support of unified communications with contact center.

Answer: B

NEW QUESTION 6

Which conferencing solution is designed for messaging, meeting, calling and persistent content sharing?

- A. CMR
- B. Cisco Meeting Server
- C. Telepresence Server
- D. Spark

Answer: B

NEW QUESTION 7

According to McKinsey, how many banking transactions will be conducted through self- service and digital channels by 2019?

- A. 75%
- B. 25%
- C. 45%
- D. 95%

Answer: A

NEW QUESTION 8

What can a Cisco solution enable a retail industry customer to do?

- A. Provide a higher degree of accuracy in remote diagnoses.
- B. Provide immediate access to highly relevant content and expertise to increase sales conversion.
- C. More quickly distribute information about regulations, company strategy and the impact of political changes.
- D. Reduce costs in guarding and transporting inmates to see specialists.

Answer: A

NEW QUESTION 9

What products make up a hybrid call control solution?

- A. UCM, WebEx and VCS
- B. UCM, Expressway and Spark
- C. VCS, Expressway and Spark
- D. WebEx, Spark and Expressway

Answer: B

NEW QUESTION 10

What is a common Financial industry need?

- A. Increasing guest loyalty with customized services.
- B. Offering or scaling digital communication channels for customers.
- C. Providing a way for students to collaborate electronically.
- D. Addressing natural disasters.

Answer: B

NEW QUESTION 10

What can a Cisco solution enable an Education Industry customer to do?

- A. Let citizens join meetings, share applications, and use video.
- B. Accommodate evolving student learning styles through mobile video applications.
- C. Make experts or specialists available face-to-face even when they are not at the same location as the purchaser.
- D. Gain visibility into and streamline the supply chain.

Answer: B

NEW QUESTION 11

What can a Cisco solution enable a travel leader line of business customer to do?

- A. Keep employees up-to-date on regulatory requirements.
- B. Provide a face-to-face experience that makes the work stream productive.
- C. Improve access to primary and specialist caregivers.
- D. Improve supply chain agility through improved partner and supplier relationships via face-to-face video.

Answer: D

NEW QUESTION 14

What is a function of a conferencing solution?

- A. To provide an audio and video interface for the user.
- B. To join 3 or more participants in a meeting.
- C. To schedule calls.
- D. To act as a traffic cop for network communication.

Answer: B

NEW QUESTION 18

Where can you find links to upcoming informational webinars, training resources, and other helpful partner resource links?

- A. Cisco Collaboration Community
- B. Collaboration Page for Partners
- C. Refresh Collab Website
- D. Project Workplace

Answer: B

NEW QUESTION 22

What is at the center of collaboration?

- A. People
- B. Places
- C. Millennials
- D. Meetings

Answer: A

NEW QUESTION 27

What type of solution includes both premise and cloud components?

- A. Persistent
- B. Hybrid
- C. Mobile
- D. Dedicated

Answer: B

NEW QUESTION 32

What is a unique feature of Expressway?

- A. Support of unified communications with contact center.
- B. Message, meet and calling for cloud-based solutions.
- C. Persistent content available to room participants.
- D. Firewall traversal for premise based solutions.

Answer: D

NEW QUESTION 35

Which endpoints can also act as desktop monitors?

- A. Jabber clients
- B. DX70 and DX80 systems
- C. SX10 and SX20 systems
- D. Spark clients

Answer: B

NEW QUESTION 40

According to PWC, how many patients are willing to meet with a physician on video?

- A. 30%
- B. 50%
- C. 80%
- D. 60%

Answer: C

NEW QUESTION 42

Which room system can also function as a white board?

- A. MX800
- B. Spark Board
- C. SX20
- D. SX10

Answer: B

NEW QUESTION 43

How does Cisco make work streams easier after a meeting?

- A. Calendars store meeting notes.
- B. All meetings are automatically recorded.
- C. A persistent virtual meeting room is established.
- D. Each Cisco system comes with 10 hours of remote meeting management.

Answer: C

NEW QUESTION 44

Which mobile endpoint includes persistent content capability?

- A. CMA
- B. Jabber
- C. Spark
- D. WebEx

Answer: C

NEW QUESTION 46

.....

Thank You for Trying Our Product

* 100% Pass or Money Back

All our products come with a 90-day Money Back Guarantee.

* One year free update

You can enjoy free update one year. 24x7 online support.

* Trusted by Millions

We currently serve more than 30,000,000 customers.

* Shop Securely

All transactions are protected by VeriSign!

100% Pass Your 700-020 Exam with Our Prep Materials Via below:

<https://www.certleader.com/700-020-dumps.html>