

# DUMPS ARENA

## Cisco Collaboration Architecture Sales Essentials (CASE)

Cisco 700-651

Version Demo

Total Demo Questions: 10

Total Premium Questions: 50

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**QUESTION NO: 1**

Which option does BYOx refer to?

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

**ANSWER: C**

**QUESTION NO: 2**

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 NO: 3**

How is transactional revenue procured?

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

**ANSWER: D**

**QUESTION NO: 4**

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

- A. education
- B. qualification
- C. introduction
- D. rapport

**ANSWER: A**

**QUESTION NO: 5**

Which option lists Cisco differentiators?

- A. experience, premise architecture, static configurations
- B. experience, cloud API, and hybrid architecture
- C. cloud API, web presence, and hardware
- D. premise architecture, cloud API, and static configurations

**ANSWER: B**

**QUESTION NO: 6**

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

**ANSWER: B**

**Explanation:**

: <https://www.cisco.com/c/dam/en/us/products/collateral/software/q-and-a-c67738992.pdf>

**QUESTION NO: 7**

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: C**

**Explanation:**

: <https://www.cisco.com/c/en/us/products/collaborationendpoints/telepresence-quick-set-series/index.html#~stickynav=1>

**QUESTION NO: 8**

How is recurring revenue procured?

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

**ANSWER: C****QUESTION NO: 9**

Which Cisco UCL plans support all Cisco user devices?

- A. Basic and Enhanced
- B. Enhanced and Enhanced Plus
- C. Essential and Enhanced Plus
- D. Essential and Basic

**ANSWER: B**

**Explanation:**

: [https://www.cisco.com/c/en/us/td/docs/voice\\_ip\\_comm/cucm/admin/10\\_0\\_1/ccmfeat/CUC](https://www.cisco.com/c/en/us/td/docs/voice_ip_comm/cucm/admin/10_0_1/ccmfeat/CUCM_BK_F3AC1C0F_00_cucm-features-services-guide100/CUCM_BK_F3AC1C0F_00_cucm-features-services-guide-100_chapter_0100101.html#CUCM_RF_U75FBF1E_00)

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**QUESTION NO: 10**

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**