Question 1

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

Options:

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

Question 2

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

Options:

A- Provide opportunities for anytime, anywhere, on-demand learning.

B- Perform supplier audits remotely.

C- Provide patients with more direct access.

D- Reduce the cost of environmental impacts.

Answer:

B

Question 3

Question Type: MultipleChoice

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

Options:

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

Question 4

Question Type: **MultipleChoice**

What is a common education industry need?

Options:

A- Reducing the cost of communicating with suppliers.

B- Addressing environmental impacts.

C- Deploying faster manufacturing cycles.

D- Offering or scaling online learning.

Answer:

D

Question 5

Question Type: MultipleChoice

How can you address a customer's previous investment in Microsoft Skype for Business?

Options:

A- Show them that Jabber is better than Skype.

B- Explain that Skype tor Business cannot meet all of their needs, and they will eventually have to 'rip and replace'.

C- Explain that Cisco's video solutions interoperate with most devices including Skype for Business, so they won't have to 'rip and replace'.

D- Offer to cut your price.

Answer:

C

Question 6

Question Type: MultipleChoice

What is a common retail industry need?

Options:

A- Connecting citizens with online resources and access to staff.

B- Improving the quality of healthcare.

C- Serving rural communities and underserved populations.

D- Improving the customer experience.

Answer:

A

Question 7

Which premise-based conferencing solution is designed for highly scalable meetings, with servers designed for highly scalable meetings, with servers that can be deployed across an enterprise without financial penalty?

Options:

A- Telepresence Server

B- Spark

C- WebEx

D- Cisco Meeting Server

Answer:

D