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Shared by Lindsey on 29-01-2024

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Question 1

Which option must you consider when closing a sale?

Options:

A- customer budget

B- customer lifecycle

C- recurring revenue

D- transactional revenue

Answer:

B

Question 2

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

Options:

A- 5 thousand dollars

B- 10 thousand dollars

C- 25 thousand dollars

D- 20 thousand dollars

Answer:

C

Question 3

Question Type: MultipleChoice

How many devices does the Cisco UCL Enhanced Plus support?

A- 10

B- 5

C- 2

D- 1

Answer:

C

Question 4

Question Type: MultipleChoice

Which percent of IT spending is controlled by IT?

Options:

A- 50%

B- 40%

C- 60%

D- 80%

Answer:

B

Question 5

Question Type: MultipleChoice

How is transactional revenue procured?

Options:

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 6

Question Type: **MultipleChoice**

Which option does BYOx refer to?

Options:

A- bring your own application

B- bring your own XML

C- bring your own device

D- bring your own experience

Answer:

C

Question 7

Which option lists Cisco differentiators?

Options:

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 8

Which option lists the messaging and meeting packages of Cisco Spark?

Options:

A- S1,S2, and S3

B- M1, M2, andM3

C- Flex1, Flex2, and Flex3

D- C1, C2, and C3

Answer:

B

Question 9

Question Type: **MultipleChoice**

Why is Cisco the easy choice for customers?

A- Cisco always has the lowest prices

B- Cisco provides solutions that already have all options preselected for the customer.

C- Cisco provides complete communication solutions.

D- Cisco is the only company that provides 24 hour support.

Answer:

C

Question 10

Question Type: **MultipleChoice**

How can dramatic growth of unstructured work be addressed?

Options:

A- flexible working environments and shared spaces

B- increasing the number of cubicles

C- decreasing collaboration spaces

D- expand facilities

Answer:

C

Question 11

Question Type: **MultipleChoice**

Which type of licensing has Cisco historically used for its products?

Options:

A- single-use licenses

B- enterprise-based licenses

C- device-based licenses

D- user-based licenses

Question 12

Question Type: MultipleChoice

Which purpose of the Quick Pricing tool is true?

Options:

A- It obtains general design best practices.

B- It provides pricing guidance on the optimal solution.

C- It builds the BOM for you.

D- It provides detailed design options for Cisco Collaboration.

Answer:

C