Free Questions for 700-651 by certsinside

Shared by Perkins on 12-12-2023

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Question 1

Which action must be taken first when deciding what to sell to a customer?

Options:

A- Consider the size of the organization

B- Determine their licensing needs

C- Discuss the benefits of modernizing equipment

D- Assess what the customer currently has in place.

Answer:

D

Question 2

Which BOM tool must be referenced when design requirements are outside the scope of Cisco preferred architectures?

Options:

A- Cisco Preferred Architecture Design Overview

B- Cisco Solution Reference Network Designs Guide

C- Preferred Architecture Cisco Validated Design

D- Preferred Architecture Application Cisco Validated Design

Answer:

B

Question 3

Question Type: MultipleChoice

Which option does a Cisco Experience-Centric solution enable?

Options:

A- building incremental value from current offerings

B- adding value to investments already made

C- integrating with infrastructures, devices, and services

D- consistent experience across devices and applications

Answer:

D

Question 4

Question Type: MultipleChoice

Which Cisco collaboration product is promoted as an agile teaming application?

Options:

A- Cisco Meeting Server

B- Cisco WebEx Event Center

C- Cisco Spark

D- Cisco Immersive Endpoints

Answer:

C

Question 5

Question Type: **MultipleChoice**

Which video endpoint series is ideal for small to medium-sized meeting rooms and huddle spaces?

Options:

A- SX80 Codec

B- MX Series

C- SX10 and SX20 Series Quick Sets

D- IX Series

Answer:

C

Explanation:

Question 6

Question Type: **MultipleChoice**

Which components of the on-premises collaboration solution offer IP firewall traversal for B2B and B2C calling?

Options:

A- Cisco Expressway Core and Expressway Edge

B- Cisco Telepresence Conductor

C- Cisco Telepresence Server

D- Cisco Unity Connection server

Answer:

A

Question 7

Question Type: **MultipleChoice**

For which purpose was the Cisco Spark Flex Plan designed?

Options:

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 8

Question Type: **MultipleChoice**

Which option do you need to apply a customer budget to products?

Options:

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

Answer:

B