Question 1

Question Type: **MultipleChoice**

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

Options:

A- Cisco Collaboration Community

B- Collaboration Page for Partners

C- Refresh Collab Website

D- Project Workplace

Answer:

B

Question 2

Question Type: **MultipleChoice**

What is a function of a recording solution?

A- To act as a traffic cop for network communication.

B- To schedule calls.

C- To provide an audio and video interface for the user.

D- To share lectures, training sessions, meetings and events on demand.

Answer:

D

Question 3

Question Type: **MultipleChoice**

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

Question 4

Question Type: MultipleChoice

Which call control solution supports messaging, meeting and calling?

Options:

A- Spark

B- UCM

C- Expressway

D- HCS

Answer:

A

Question 5

Question Type: MultipleChoice

What is a common human resources line of business need?

Options:

A- Surpassing the increased service expectations from consumers.

B- Decreasing low office utilization.

C- Improving online experiences.

D- Increasing employee retention.

Answer:

A

Question 6

Question Type: MultipleChoice

What is a function of an endpoint?

Options:

A- To act as a traffic cop for network communication.

B- To provide an audio and video interface for the user.

C- To join 3 or more participants in a meeting.

D- To schedule calls.

Answer:

B

Question 7

What is a vertical approach to selling?

Options:

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

Question 8

What is a common corporate real estate line of business need?

Options:

A- Finding and hiring employees.

B- Enforcing employee compliance with travel policies.

C- Improving online experiences.

D- Reducing underutilized space.

Answer:

D

Question 9

Question Type: MultipleChoice

What is a horizontal approach to selling?

A- Selling to a line of business, regardless of industry.

B- Selling based on common industry needs.

C- Selling to IT.

D- Selling to friends and family.

Answer:

C

Question 10

Question Type: **MultipleChoice**

What products make up a hybrid call control solution?

Options:

A- UCM, WebEx and VCS

B- UCM, Expressway and Spark

C- VCS, Expressway and Spark

D- WebEx, Spark and Expressway

Answer:

B

Question 11

Question Type: MultipleChoice

What is a common hospitality industry need?

Options:

A- Collaborating across multiple agencies and geographies.

B- Minimizing the impact of natural disasters.

C- Managing multiple properties, employees and brands.

D- Increasing supply chain flexibility and agility.

Answer:

B