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**Shared by Delaney on 07-06-2022**

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## Question 1

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**Question Type:** MultipleChoice

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Which of the following is not a factor that drives the target state of the business at a customer organization'?

**Options:**

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- A) mission
- B) vision
- C) values
- D) client engagement

**Answer:**

---

C

## Question 2

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**Question Type:** MultipleChoice

---

What is the Cisco Telepresence 1X5200?

**Options:**

---

- A) a flexible videoconferencing solution designed for small huddle spaces
- B) an advanced all-in-one desktop collaboration solution featuring high-definition video
- C) an intelligent dual-camera speaker tracking solution with two LED screens
- D) a state-of-the-art triple screen solution featuring a dual row of seats for up to 18 people

**Answer:**

---

A

## Question 3

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**Question Type: MultipleChoice**

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How long is the average 'time to detection' of a security threat for Cisco's customers?

**Options:**

---

- A) 48 hours
- B) 4 hours
- C) 3 days
- D) 17 hours

**Answer:**

---

D

## Question 4

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**Question Type: MultipleChoice**

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In terms of technical focus ('business alignment'), which is not a phase in this approach?

**Options:**

---

- A) Discover

- B) Propose
- C) Design
- D) Purchase

**Answer:**

---

D

## Question 5

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**Question Type:** MultipleChoice

---

What is the Cisco Telepresence 1X5200?

**Options:**

---

- A) a flexible videoconferencing solution designed for small huddle spaces
- B) an advanced all-in-one desktop collaboration solution featuring high-definition video
- C) an intelligent dual-camera speaker tracking solution with two LED screens
- D) a state-of-the-art triple screen solution featuring a dual row of seats for up to 18 people

**Answer:**

---

A

## Question 6

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**Question Type:** MultipleChoice

---

In terms of technical focus ('business alignment'), which is not a phase in this approach?

**Options:**

---

A) Discover

B) Propose

C) Design

D) Purchase

**Answer:**

---

D

## Question 7

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**Question Type:** MultipleChoice

---

Which of the following is not a factor that drives the target state of the business at a customer organization'?

**Options:**

---

- A) mission
- B) vision
- C) values
- D) client engagement

**Answer:**

---

C

## Question 8

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**Question Type:** MultipleChoice

---

How long is the average 'time to detection' of a security threat for Cisco's customers?

**Options:**

---

A) 48 hours

B) 4 hours

C) 3 days

D) 17 hours

**Answer:**

---

D



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