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Vendor: Cisco

Exam Code: 650-303

Exam Name: PASCERSE - Cisco SaaS Conferencing
and EIM Resale ATP for the SE Exam

Version: Demo

QUESTION 1

Which two steps describe best practices for placing a product order? (Choose two.)

- A. List the Cisco list price.
- B. Indicate the customer (not the partner).
- C. Verify any discounts made.
- D. Add the branding fee.
- E. Add the subscription fee.

Correct Answer: BD

QUESTION 2

When integrating a customer's LMS and WebEx Training Center, which process works in the background with WebEx Training Center as a conduit?

- A. CloudLink
- B. Salesforce.com
- C. Blackboard
- D. Jumpstart

Correct Answer: C

QUESTION 3

You are connecting into a Cisco WebEx meeting as an authenticated attendee. Which two attributes are required for you to join the meeting successfully? (Choose two.)

- A. local parameters
- B. password
- C. encryption
- D. identification
- E. cookie

Correct Answer: BD

QUESTION 4

Which statement about the Cisco WebEx Connect IM capabilities carried out over secure client sessions is true?

- A. An encrypted connection is not necessary before the server authenticates the client.
- B. It can simply assert its address on the network, just like email communications.
- C. An encrypted connection is established using TCP, and then the server authenticates the client.
- D. It has a limited ability to block any attempts to clog the network.

Correct Answer: B

QUESTION 5

You are demonstrating Event Center for a customer. Which option is an important feature to highlight?

- A. online polls and quizzes
- B. registration and lead management
- C. one-on-one support
- D. IMS support

Correct Answer: D

QUESTION 6

Which option is a characteristic of the Cisco flexible deployment model?

- A. cloud options only
- B. on-premises options only
- C. choice of either cloud or on-premises options
- D. on-premises, cloud, and/or hybrid options

Correct Answer: D

QUESTION 7

Which two options are reasons to use Meeting Center and help it stand out from the competition? (Choose two.)

- A. You can host, attend, and schedule meetings on mobile devices.
- B. Presenters and participants can annotate and make notes on documents.
- C. You can integrate hands-on labs and broadcast audio.
- D. Users can record all events and make them available for replay and review.
- E. You can share meeting summaries via email.

Correct Answer: AD

QUESTION 8

Which application is used by third-party audio providers to offer meeting controls in real time?

- A. telephony service provider
- B. XML
- C. SAML
- D. single sign-on

Correct Answer: B

QUESTION 9

A customer is concerned about the WebEx Connect service because of SaaS risks to security. Which two facts are good responses to this objection? (Choose two.)

- A. The WebEx Connect service offers directory integration. The WebEx Connect service offers 128-bit SSL encryption.
- B. The WebEx Connect service offers SAS-70 Type D attestation.
- C. The WebEx Connect service offers purpose-built infrastructure for real-time communication.
- D. The WebEx Connect service offers easy integration with a customer's existing firewall configuration.

Correct Answer: AD

QUESTION 10

Which audio choices do customers have when they implement the Cisco WebEx meeting applications?

- A. SaaS-based WebEx, VoIP, on-premises MeetingPlace, partner audio services
- B. SaaS-based WebEx, VoIP, Universal Voice
- C. VoIP, hardware-assisted options, partner audio services
- D. VoIP, on-premises MeetingPlace, partner audio services

Correct Answer: A

QUESTION 11

Which option does Cisco use to deliver its collaboration offering to provide a consistent and secure experience for users?

- A. New Collaborative Workspace

- B. Cisco Collaboration Cloud
- C. Cisco Network
- D. Cisco TelePresence

Correct Answer: B

QUESTION 12

Which differentiator separates the WebEx Support Center from the competition?

- A. flash-based attendee interface
- B. WebACD for skills-based routing
- C. annotation tools
- D. rapid deployment

Correct Answer: B

QUESTION 13

A customer with Cisco IP phones and soft phones is uncertain about moving to Cisco WebEx web collaboration. Which benefit should you stress?

- A. Cisco Unified Communications architecture and product portfolio
- B. Scheduling integration with Lotus Notes
- C. Scheduling integration with Outlook
- D. Interoperability with existing third-party audio

Correct Answer: D

QUESTION 14

Which option is one advantage of the on-premises deployment option?

- A. minimal purchase and set-up costs
- B. leverage the existing IP network
- C. rapid deployment
- D. monthly subscription-based model of pricing

Correct Answer: B

QUESTION 15

Which two options are two primary benefits of the Cisco WebEx Connect service compared to the competition? (Choose two.)

- A. deployed in phases
- B. support for multiple platforms and devices without sacrificing features and capabilities
- C. collaboration insertion point
- D. standardized solution
- E. integrations with Cisco Unified Communications offerings

Correct Answer: BE

QUESTION 16

What is the minimum number of employees required for a Cisco Unified Workspace License?

- A. 15
- B. 200
- C. 250
- D. 100

Correct Answer: D

QUESTION 17

Which type of dilemma must partners understand to help better position Cisco WebEx solutions?

- A. the maintenance of the current infrastructures and applications
- B. the dramatic shifts in technology and the pace at which it is accelerating
- C. assigning IT representatives to keep up with current technologies
- D. keeping track of individual performance within an organization

Correct Answer: B

QUESTION 18

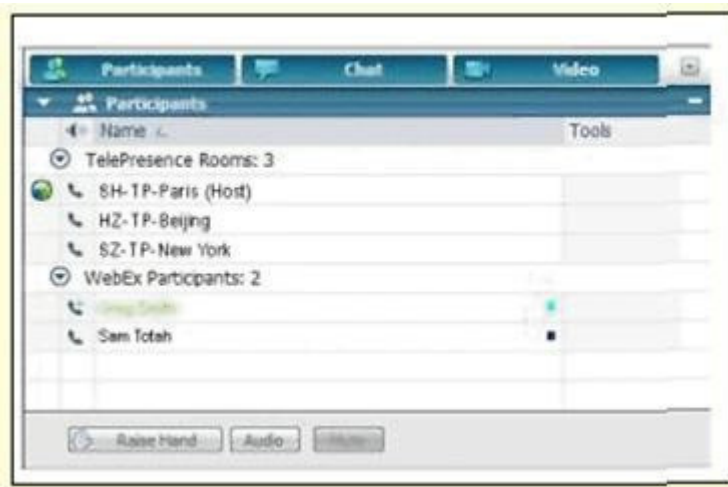
Which two options are examples of deployment options for hybrid solutions for Cisco Unified MeetingPlace? (Choose two.)

- A. integration with an existing account
- B. migration from an existing account
- C. WebEx setup and scheduling
- D. upgrade to the WebEx Connect service
- E. WebEx web

Correct Answer: AC

QUESTION 19

Refer to the exhibit.



Which Cisco WebEx solution is combined with Cisco TelePresence as represented in this model?

- A. Event Center
- B. Meeting Center
- C. Training Center
- D. Support Center

Correct Answer: B

QUESTION 20

Which option is the starting point of a platform that delivers a consistent experience that includes synchronous and asynchronous collaboration?

- A. policy management
- B. session control

- C. network layer
- D. presence

Correct Answer: A

QUESTION 21

Which option describes what Cisco considers to be critical to a successful collaboration strategy?

- A. more secure business processes
- B. enabling new and better experiences
- C. more integration options for end users
- D. faster inter-company collaboration

Correct Answer: D

QUESTION 22

During a regular service review, your client informs you that several employees have recently left the company. Which part of the Cisco WebEx account could be affected by this information?

- A. Upgrades
- B. Up-coming releases
- C. Utilization percentages
- D. Future integrations

Correct Answer: C

QUESTION 23

Which approach must IT think about when enabling the new collaborative workspace in a post-PC era?

- A. Keep same approach.
- B. Maintain current PC devices.
- C. Outsource support on new devices, applications, and interaction styles.
- D. Provide the best possible experience as the user changes role, location, device, and style of interaction.

Correct Answer: D

QUESTION 24

Which two services does the Cisco collaboration portfolio offer to meet the needs of a changing workforce? (Choose two)

- A. session management
- B. enterprise social software
- C. policy and security management
- D. mobile applications
- E. content management

Correct Answer: BD

QUESTION 25

Which statement describes the "play back" process that minimizes bandwidth during a client meeting?

- A. The participant downloads the Cisco WebEx UCF files before viewing.
- B. The presenter controls what goes into the Cisco WebEx UCF files.
- C. The Cisco WebEx Collaboration Cloud enables minor changes to uploaded UCF files
- D. Participants can play back the information, but with a delay.

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