Vendor: Cisco

Exam Code:700-020

Exam Name: Cisco Video Sales Essentials

Version: Demo

QUESTION 1

Which mobile endpoint includes persistent content capability?

A. CMA

B. Jabber

C. Spark

D. WebEx

Correct Answer: C

QUESTION 2

What is a common manufacturing industry need?

A. Building guest loyalty through customer satisfaction.

B. Offering more ways for students to connect to experts.

C. Addressing increased global competition.

D. Simplifying personal services for customers.

Correct Answer: D

QUESTION 3

What type of endpoint is loaded on a tablet, smartphone, laptop or desktop PC?

A. Immersive system

B. Mobile client

C. Room system

D. Desktop system

Correct Answer: B

QUESTION 4

What products make up a hybrid call control solution?

A. UCM, WebEx and VCS

B. UCM, Expressway and Spark

C. VCS, Expressway and Spark

D. WebEx, Spark and Expressway

Correct Answer: B

QUESTION 5

Which Spark package supports meetings up to three people?

A. Plus, or M1

B. Training Center

C. Advanced, or M2

D. Premium, or M3

Correct Answer: A

QUESTION 6

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.

Correct Answer: D

QUESTION 7

Which premise-based conferencing solution works with Conductor, TMS and WebEx to create a CMR Hybrid solutions?

A. MSE8000

B. Cisco Meeting Server

C. TelePresence Server

D. Spark

Correct Answer: B

QUESTION 8

Which endpoint solutions is used in a conference room or training room?

A. Room system

B. Desktop system

C. Mobile client

D. Immersive system

Correct Answer: A

QUESTION 9

According to McKinsey, how many banking transactions will be conducted through self-service and digital channels by 2019?

A. 75%

B. 25%

C. 45%

D. 95%

Correct Answer: A

QUESTION 10

What can a Cisco solution enable a retail industry customer to do?

A. Provide a higher degree of accuracy in remote diagnoses.

B. Provide immediate access to highly relevant content and expertise to increase sales conversion.

C. More quickly distribute information about regulations, company strategy and the impact of political changes.

D. Reduce costs in guarding and transporting inmates to see specialists.

Correct Answer: A

QUESTION 11

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

A. Finding and hiring employees.

B. Enforcing employee compliance with travel policies.

C. Improving online experiences.

D. Reducing underutilized space.

Correct Answer: D

QUESTION 12

What is a common education industry need?

A. Reducing the cost of communicating with suppliers.

B. Addressing environmental impacts.

C. Deploying faster manufacturing cycles.

D. Offering or scaling online learning.

Correct Answer: D