KTest

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問題集

Exam : **646-276**

Title : Selling Cisco Unified MeetingPlace Solutions (SMPS)

Version : demo

1. A global group of specialized companies employ collaboration services to form a chain to increase their strategic offerings. What is this called?

Select the best response.

A. globalization

B. atomization

C. focalization

D. specialization

Answer: B

2. Which two business patterns are the strongest indicators of a need for a collaboration solution? (Choose two.)

Select 2 response(s).

A. Parts suppliers are involved in the design process.

B. Branch offices regularly receive product briefings.

C. Management teams often travel.

D. Development teams are geographically dispersed.

Answer: AD

3. BikeMaster is a growing high-end bicycle manufacturer. Which question is recommended as a first attempt to expose their need for a collaboration standard?

Select the best response.

A. Which collaboration tools do BikeMaster's suppliers use?

B. What tool is BikeMaster's main competitor using for collaboration software?

C. What are the steps of the BikeMaster product development cycle?

D. Which international standards bodies must BikeMaster adhere to?

Answer: C

4. Which question would most likely be spoken by a prospect ready for Cisco Unified MeetingPlace?

Select the best response.

A. How do I expand text messaging with customers?

B. How do I expand video conferencing?

C. How do I expand online product demonstrations?

D. How do I expand voicemail in the call center?

Answer: C

5. A company needs to share product schematics for a highly sensitive product under design. Which factor indicates that Cisco Unified MeetingPlace is a good solution?

Select the best response.

A. There is little network bandwidth available to accommodate schematic viewing.

B. The schematics are highly sensitive and must be shared behind the firewall.

C. The schematics must be annotated during the meeting.

D. There must be a signoff on the schematics during meetings.

Answer: B