



問題集

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Title Cisco Video Solution Sales

Representative

Version: DEMO

- 1. Which two benefits do companies receive by using video for remote experts? (Choose two)
- A. better utilization of limited resources
- B. higher close and product ratios
- C. limits use of limited resources
- D. reduces upsell opportunities
- E. reduced mobility for knowledge workers

Answer: A, B

- 2. Which product is needed to enable self-provisioning?
- A. Cisco Jabber Guest
- B. Cisco Telepresence MSE 8000
- C. Cisco Telepresence Management Suite
- D. Cisco Prime Collaboration

Answer: D

- 3. Customers use video technology tools to accomplish which two goals? (Choose two)
- A. increase face-time when driving
- B. increase network use
- C. increase productivity
- D. save time
- E. reduce network costs

Answer: C, D

- 4. Which two features does the Cisco DX70 have? (Choose two)
- A. supports Intelligent Proxirnity for Mobile Voice
- B. logins for shared work environments
- C. supports intelligent Proximity for content Sharing
- D. small screen that is completely operated by touch
- E. Windows-based proud that offers access to tools and applications

Answer: A, B

- 5. How many Internet-connected devices does the average person have today, in 2014?
- A. 1
- B. 3
- C. 7
- D. 12

Answer: B