CISCO 700-651

**Cisco Collaboration Architecture Sales Essentials
Certification Questions & Answers**

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700-651

Cisco Collaboration Architecture

**45-55 Questions Exam – Variable (750-850 / 1000
Approx.) Cut Score – Duration of 60 minutes**

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Discover More about the 700-651 Certification

Are you interested in passing the Cisco 700-651 exam? First discover, who benefits from the 700-651 certification. The 700-651 is suitable for a candidate if he wants to learn about Channel Partner and Other. Passing the 700-651 exam earns you the Cisco Collaboration Architecture title.

While preparing for the 700-651 exam, many candidates struggle to get the necessary materials. But do not worry; your struggling days are over. The 700-651 PDF contains some of the most valuable preparation tips and the details and instant access to useful **700-651 study materials just at one click.**

Cisco 700-651 Collaboration Architecture Sales Essentials Certification Details:

Exam Name	Cisco Collaboration Architecture Sales Essentials
Exam Number	700-651 CASE
Exam Price	$80 USD
Duration	60 minutes
Number of Questions	45-55
Passing Score	Variable (750-850 / 1000 Approx.)
Recommended Training	**Cisco SalesConnect**
Exam Registration	**PEARSON VUE**
Sample Questions	**Cisco 700-651 Sample Questions**
Practice Exam	**Cisco Collaboration Architecture Practice Test**

700-651 Syllabus:

Section	Weight	Objectives
Collaboration Solution Architecture	30%	- Describe the current collaboration landscape - Describe the collaboration pillars - Describe the collaboration architecture - Describe the team collaboration - Describe the customer lifecycle - Explain how to drive recurring revenue - Explain how Cisco collaboration applications to drive partner service revenues

Section	Weight	Objectives
Simplified Licensing to Drive Sales	13%	- Describe the components of Premises licensing - Describe the components of Cloud licensing - Describe the components of Hybrid licensing
Business Outcome Features and Benefits	17%	- Explain trends and business drivers - Explain buying centers and stakeholders - Describe building a common business approach and use case - Describe Cisco Collaboration architecture and business KPIs
Competition	10%	- Explain strategies to address the competition - Explain positioning the Cisco Collaboration architecture
Business Case	30%	- Describe Cisco collaboration designs - Describe mapping business requirements to solutions - Explain collaboration architecture design examples - Explain the service components - Describe the tools available for building customer BOM - Explain presenting solutions and overcoming objections - Describe partner tools

Broaden Your Knowledge with Cisco 700-651 Sample Questions:

Question: 1

Why does the millennial generation have a different perspective and expectation on how work is approached?

    a) They can relate better to people that other generations
    b) They grew up with the Internet and technology
    c) They have always worked in team environments
    d) They know more about the global economy

Answer: b

Question: 2

Which options are the Cisco user-based license models?

a) Cisco UWL and Cisco UCL
b) Cisco WUL and Cisco CUL
c) Cisco Flex Plans
d) Cisco User Integration and Adoption Plans

Answer: a

Question: 3

Which action can increase the bottom line and add value to the customer?

a) Offer 24 hour TAC support free of charge
b) Offer a Cisco Software Services contract.
c) Offer unlimited warranties on all equipment.
d) Offer a discount for referrals.

Answer: b

Question: 4

Which sales step identifies products that you think benefit the customer needs the most?

a) education
b) qualification
c) introduction
d) rapport

Answer: a

Question: 5

Which feature of SWSS eliminates the need to repurchase software licenses?

a) software updates
b) expert support
c) license portability
d) license updates

Answer: c

Question: 6

Which expense is typically the highest for almost all companies?

- a) travel
- b) facilities
- c) human resources
- d) entertainment

Answer: c

Question: 7

For which purpose was the Cisco Spark Flex Plan designed?

- a) to simplify the transition to cloud-based collaboration solutions
- b) to simplify the transition to hybrid-based collaboration solutions
- c) to simplify the transition to all collaboration solutions
- d) to simplify the transition to premises-based collaboration solutions

Answer: a

Question: 8

How can you drive modernization within your customer's existing environment?

- a) Hire an external consultant to convince the customer to modernize.
- b) Provide support to end of sale products.
- c) Remind customers that their competitors are modernizing.
- d) Remind customers that they reduce operational risk by keeping current products with current support

Answer: d

Question: 9

Which Cisco collaboration product is promoted as an agile teaming application?

- a) Cisco Meeting Server
- b) Cisco WebEx Event Center
- c) Cisco Spark
- d) Cisco Immersive Endpoints

Answer: c

Question: 10

How is recurring revenue procured?

a) through a time-building model
b) through a one-time transaction
c) through a subscription-based model
d) through massive marketing campaigns

Answer: c

Avail the Study Guide to Pass Cisco 700-651 Collaboration Architecture Sales Essentials Exam:

- Find out about the 700-651 syllabus topics. Visiting the official site offers an idea about the exam structure and other important study resources. Going through the syllabus topics help to plan the exam in an organized manner.
- Once you are done exploring the **700-651 syllabus**, it is time to plan for studying and covering the syllabus topics from the core. Chalk out the best plan for yourself to cover each part of the syllabus in a hassle-free manner.
- A study schedule helps you to stay calm throughout your exam preparation. It should contain your materials and thoughts like study hours, number of topics for daily studying mentioned on it. The best bet to clear the exam is to follow your schedule rigorously.
- The candidate should not miss out on the scope to learn from the 700-651 training. Joining the Cisco provided training for 700-651 exam helps a candidate to strengthen his practical knowledge base from the certification.
- Learning about the probable questions and gaining knowledge regarding the exam structure helps a lot. Go through the **700-651 sample questions** and boost your knowledge
- Make yourself a pro through online practicing the syllabus topics. 700-651 practice tests would guide you on your strengths and weaknesses regarding the syllabus topics. Through rigorous practicing, you can improve the weaker sections too. Learn well about time management during exam and become confident gradually with practice tests.

Career Benefits:

Passing the 700-651 exam, helps a candidate to prosper highly in his career. Having the certification on the resume adds to the candidate's benefit and helps to get the best opportunities.

Here Is the Trusted Practice Test for the 700-651 Certification

NWExam.com is here with all the necessary details regarding the 700-651 exam. We provide authentic practice tests for the 700-651 exam. What do you gain from these practice tests? You get to experience the real exam-like questions made by industry experts and get a scope to improve your performance in the actual exam. Rely on NWExam.com for rigorous, unlimited two-month attempts on the **700-651 practice tests**, and gradually build your confidence. Rigorous practice made many aspirants successful and made their journey easy towards grabbing the Cisco Collaboration Architecture.

Start online practice of 700-651 Exam by visiting URL
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