

CISCO 700-020

Cisco Video Sales Essentials Certification Questions & Answers

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Guide | Sample Questions |
Practice Test

700-020

[Cisco Video Collaboration](#)

55-65 Questions Exam – Variable (750-850 / 1000

Approx.) Cut Score – Duration of 90 minutes

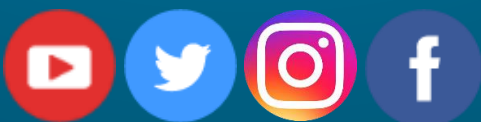


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Discover More about the 700-020 Certification

Are you interested in passing the Cisco 700-020 exam? First discover, who benefits from the 700-020 certification. The 700-020 is suitable for a candidate if he wants to learn about Channel Partner and Other. Passing the 700-020 exam earns you the Cisco Video Collaboration title.

While preparing for the 700-020 exam, many candidates struggle to get the necessary materials. But do not worry; your struggling days are over. The 700-020 PDF contains some of the most valuable preparation tips and the details and instant access to useful [700-020 study materials just at one click](#).

Cisco 700-020 Video Sales Essentials Certification

Details:

| | |
|----------------------|---|
| Exam Name | Cisco Video Sales Essentials |
| Exam Number | 700-020 VSE |
| Exam Price | \$80 USD |
| Duration | 90 minutes |
| Number of Questions | 55-65 |
| Passing Score | Variable (750-850 / 1000 Approx.) |
| Recommended Training | Cisco Video Sales Essentials (VSE) |
| Exam Registration | PEARSON VUE |
| Sample Questions | Cisco 700-020 Sample Questions |
| Practice Exam | Cisco Video Collaboration Practice Test |

700-020 Syllabus:

| Section | Weight | Objectives |
|--|--------|---|
| Video and Cisco Collaboration Advantages | 9% | <ul style="list-style-type: none"> - Section Overview - Identifying benefits of video communication - Identify benefits of Cisco collaboration solutions - Handling common objections |
| Outcome Based Selling for Video | 37% | <ul style="list-style-type: none"> - Section Overview - Vertical Approaches <ul style="list-style-type: none"> • Education |

| Section | Weight | Objectives |
|-----------------------|--------|--|
| | | <ul style="list-style-type: none"> • Energy, Oil & Gas • Financial Services • Government / Public Sector • Healthcare • Hospitality • Manufacturing • Retail <p>- Horizontal, or Line of Business Approaches</p> <ul style="list-style-type: none"> • Corporate Real Estate • Corporate Travel Leaders • Human Resources |
| Cisco Video Portfolio | 51% | <p>- Section Overview</p> <p>- Where to start</p> <p>- Endpoint Solutions</p> <ul style="list-style-type: none"> • Endpoint Solutions – mobile clients • Endpoint Solutions – desktop • Endpoint Solutions – room systems • Endpoint Solutions – immersive experience <p>- Call Control Solutions</p> <ul style="list-style-type: none"> • Call Control Solutions – Spark • Call Control Solutions – UCM & HCS • Call Control Solutions – Expressway <p>- Conferencing Solutions</p> <ul style="list-style-type: none"> • Conferencing Solutions – Spark • Conferencing Solutions – WebEx • Conferencing Solutions – Cisco Meeting Server • Conferencing Solutions – Cisco TelePresence Server <p>- Management Solutions</p> <p>- Recording Solutions</p> |

| Section | Weight | Objectives |
|---------------------|--------|--|
| | | - Selecting Solutions - Summarize Positioning |
| Tools and Resources | 3% | - Section Overview - Resources |

Broaden Your Knowledge with Cisco 700-020

Sample Questions:

Question: 1

What can a Cisco solution enable a travel leader line of business customer to do?

- a) Keep employees up-to-date on regulatory requirements.
- b) Provide a face-to-face experience that makes the work stream productive.
- c) Improve access to primary and specialist caregivers.
- d) Improve supply chain agility through improved partner and supplier relationships via face-to-face video.

Answer: d

Question: 2

Which WebEx Center has polling and break out rooms?

- a) Support Center
- b) Meeting Center
- c) Event Center
- d) Training Center

Answer: d

Question: 3

What is a common government or public sector industry need?

- a) Addressing higher citizen expectation for communications, services and information access.
- b) Providing lifelong learning opportunities.
- c) Addressing cost, quality and access to healthcare for patients.
- d) Streamlining production processes for more efficient supply chains.

Answer: a

Question: 4

What is a vertical approach to selling?

- a) Selling to a line of business, regardless of industry.
- b) Selling to friends and family.
- c) Selling based on common industry needs.
- d) Selling to IT.

Answer: a

Question: 5

According to PWC, how many patients are willing to meet with a physician on video?

- a) 30%
- b) 50%
- c) 80%
- d) 60%

Answer: c

Question: 6

Where can you find links to upcoming informational webinars, training resources, and other helpful partner resource links?

- a) Cisco Collaboration Community
- b) Collaboration Page for Partners
- c) Refresh Collab Website
- d) Project Workplace

Answer: b

Question: 7

Where can you show your customers how Cisco Collaboration products fit into different scenarios and experiences?

- a) RCisco Collaboration Community
- b) Collaboration Page for Partners
- c) Project Workplace
- d) Refresh Collab Website

Answer: d

Question: 8

Which Spark package supports meetings up to 200 people powered by WebEx and 25 people powered by Spark?

- a) Plus, or M1
- b) Premium, or M3
- c) Meeting Center
- d) Advanced, or M2

Answer: a

Question: 9

How can you address a customer's previous investment in Microsoft Skype for Business?

- a) Show them that Jabber is better than Skype.
- b) Explain that Skype for Business cannot meet all of their needs, and they will eventually have to "rip and replace".
- c) Explain that Cisco's video solutions interoperate with most devices including Skype for Business, so they won't have to "rip and replace".
- d) Offer to cut your price.

Answer: c

Question: 10

How does Cisco make work streams easier after a meeting?

- a) Calendars store meeting notes.
- b) All meetings are automatically recorded.
- c) A persistent virtual meeting room is established.
- d) Each Cisco system comes with 10 hours of remote meeting management.

Answer: c

Avail the Study Guide to Pass Cisco 700-020 Video Sales Essentials Exam:

- Find out about the 700-020 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 [700-020 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 700-020 training. Joining the Cisco provided training for 700-020 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 [700-020 sample questions](#) and boost your knowledge
- Make yourself a pro through online practicing the syllabus topics. 700-020 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 700-020 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 700-020 Certification

NWExam.com is here with all the necessary details regarding the 700-020 exam. We provide authentic practice tests for the 700-020 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 [700-020 practice tests](#), and gradually build your confidence. Rigorous practice made many aspirants successful and made their journey easy towards grabbing the Cisco Video Collaboration.

Start online practice of 700-020 Exam by visiting URL

<https://www.nwexam.com/cisco/700-020-cisco-video-sales-essentials-vse>