CISCO 700-651 CASE STUDY GUIDE PDF

Cisco Collaboration Architecture Sales Essentials Certification Questions & Answers

Details of the Exam-Syllabus-Questions

700-651

Cisco Collaboration Architecture

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

Table of Contents:

Get an Overview of the 700-651 CASE Certification:

Who should take the **700-651 exam**? This is the first question that comes to a candidate's mind when preparing for the Collaboration Architecture Sales Essentials certification. The 700-651 certification is suitable for candidates who are keen to earn knowledge on the Channel Partner and Other and grab their Cisco Collaboration Architecture. When it is about starting the preparation, most candidates get confused regarding the study materials and study approach. But 700-651 CASE study guide PDF is here to solve the problem. 700-651 PDF combines some effective sample questions and offers valuable tips to pass the exam with ease.

Why Should You Earn the Cisco 700-651 Certification?

There are several reasons why one should grab the 700-651 certification.

- The Collaboration Architecture Sales Essentials certification proves to be one of the most recognized certifications.
- The certification badge proves the knowledge of the candidate regarding subject matters and makes his resume presentable to potential candidates.
- Thus earning the **Cisco Collaboration Architecture** is a powerful qualification for a prosperous career.

What Is the Cisco 700-651 Collaboration Architecture Sales Essentials Certification Exam Structure?

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**

Enhance Knowledge with 700-651 Sample Questions:

Question: 1

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

Question: 2

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: 3

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: 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 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: 6

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: 7

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: 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 expense is typically the highest for almost all companies?

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

Answer: c

Question: 10

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

What Study Guide Works Best in Acing the Cisco 700-651 Collaboration Architecture Sales Essentials Certification?

The 700-651 CASE study guide is a combination of some proven study tips and the combination of all valuable study materials like sample questions, syllabus and practice tests in one place.

Explore the Syllabus Topics and Learn from the Core:

If you are determined to earn success in the Collaboration Architecture Sales Essentials exam, getting in full touch of the **syllabus** is mandatory. During preparation, you might not like all syllabus sections or topics, but try to get at least the fundamental knowledge from the sections you don't like. The more you possess knowledge on all syllabus sections, the more is the chance to attempt maximum number of questions during the actual exam.

Make Your Schedule:

Studying and completing the syllabus becomes easier, if you work on the syllabus topics after making a schedule. Your syllabus must mention what areas you want to cover and within what time. Once you make a schedule and follow it regularly, syllabus completion becomes easier and preparation becomes smoother.

Get Expert Advice from the Training:

Do not forget to join the Cisco 700-651 training if it is providing any. Training enhances the practical knowledge of a candidate, which helps them to work well in the practical field during projects.

Get Access to the PDF Sample Questions:

If your study material is in a **PDF format** or the materials are mobile-friendly, what could be better than that? Get access to the free sample questions and keep enhancing your knowledge beyond the syllabus.

Avoid Dumps and Utilize the Cisco 700-651 Practice Test:

Why should you rely on practice tests? The reason is simple: you must get familiar with the exam pattern before reaching the exam hall. An aspirant aware of the exam structure and time management during the exam preparation can perform

well in the actual exam and attempt the maximum number of questions during the exam.

Many aspirants prefer to read from dumps, but they miss out on the self assessment method. Therefore, 700-651 practice tests always stand out to be the better choice than dumps PDF.

Avail the Proven 700-651 Practice Test for Success!!!

Do you want to pass the 700-651 exam on your first attempt? Stop worrying; we, NWExam.com are here to provide you the best experience during your Cisco Collaboration Architecture Sales Essentials preparation. Try out our free mock tests to get a glimpse of our quality study materials, and build your confidence with the premium **700-651 practice tests**. Our expert-designed questions help you to improve performance and pass the exam on your first attempt.