

## [26/Feb/2019 Updated Free PassLeader 700-651 VCE and PDF Dumps With New Update Exam Questions

New Updated 700-651 Exam Questions from PassLeader 700-651 PDF dumps! Welcome to download the newest PassLeader 700-651 VCE dumps: <https://www.passleader.com/700-651.html> (60 Q&As) Keywords: 700-651 exam dumps, 700-651 exam questions, 700-651 VCE dumps, 700-651 PDF dumps, 700-651 practice tests, 700-651 study guide, 700-651 braindumps, Cisco Collaboration Architecture Sales Essentials (CASE) Exam P.S. New 700-651 CASE dumps PDF: <https://drive.google.com/open?id=1IEA3MFE0h4tV9BtclTrkoBxcVlgP5pLi> P.S. New 700-150 ICS dumps PDF: <https://drive.google.com/open?id=1bnbAf-h4O3PcNShXI28ms8fqoSWE-olm> P.S. New 810-440 DTBAA dumps PDF: <https://drive.google.com/open?id=1hEgLo2DGDeEhkWra4jvjR1W-fyLzGpzn>

NEW QUESTION 1 Which SWSS offer allows customers to choose the right level of service for on-premises, cloud, and hybrid environments? A. Enhanced SWSSB. Unified Communications SWSSC. Lifecycle SWSSD. Cisco Spark and WebEx SWSS Answer: D

NEW QUESTION 2 Which option lists steps to every sale? A. qualification and rapportB. rapport and awarenessC. introduction and qualificationD. awareness and education Answer: A

NEW QUESTION 3 Which sales resource is the best to use when approaching existing customers? A. Refresh Collab WebsiteB. Promotions CenterC. Cisco Install Base PortalD. Virtual Machine Placement tool Answer: A

NEW QUESTION 4 Which purpose of the Quick Pricing tool is true? A. It obtains general design best practices.B. It provides pricing guidance on the optimal solution.C. It builds the BOM for you.D. It provides detailed design options for Cisco Collaboration. Answer: C

NEW QUESTION 5 How can dramatic growth of unstructured work be addressed? A. flexible working environments and shared spacesB. increasing the number of cubiclesC. decreasing collaboration spacesD. expand facilities Answer: C

NEW QUESTION 6 Which percent of IT spending is controlled by IT? A. 50%B. 40%C. 60%D. 80% Answer: B

NEW QUESTION 7 How many device(s) does the Cisco UCL Enhanced Plus support? A. 10B. 5C. 2D. 1 Answer: C

NEW QUESTION 8 Which option must you consider when closing a sale? A. customer budgetB. customer lifecycleC. recurring revenueD. transactional revenue Answer: B

NEW QUESTION 9 Which Cisco phone has capability for all collaboration requirements, including intelligent proximity, Wi-Fi, and video? A. 8865B. 8841C. 8845D. 8861 Answer: A

NEW QUESTION 10 For which purpose was the Cisco Spark Flex Plan designed? A. to simplify the transition to cloud-based collaboration solutionsB. to simplify the transition to hybrid-based collaboration solutionsC. to simplify the transition to all collaboration solutionsD. to simplify the transition to premises-based collaboration solutions Answer: A

NEW QUESTION 11 Which option does collaboration in context refer to? A. design documents used to sell the solutionB. how customers purchase collaboration solutionsC. how the customer uses collaboration to address their needsD. physical collaboration components Answer: C

NEW QUESTION 12 Which BOM tool must be referenced when design requirements are outside the scope of Cisco preferred architectures? A. Cisco Preferred Architecture Design OverviewB. Cisco Solution Reference Network Designs GuideC. Preferred Architecture Cisco Validated DesignD. Preferred Architecture Application Cisco Validated Design Answer: B

NEW QUESTION 13..... Download the newest PassLeader 700-651 dumps from [passleader.com](https://www.passleader.com/700-651.html) now! 100% Pass Guarantee! 700-651 PDF dumps & 700-651 VCE dumps: <https://www.passleader.com/700-651.html> (60 Q&As) (New Questions Are 100% Available and Wrong Answers Have Been Corrected! Free VCE simulator!) P.S. New 700-651 CASE dumps PDF: <https://drive.google.com/open?id=1IEA3MFE0h4tV9BtclTrkoBxcVlgP5pLi> P.S. New 700-150 ICS dumps PDF: <https://drive.google.com/open?id=1bnbAf-h4O3PcNShXI28ms8fqoSWE-olm> P.S. New 810-440 DTBAA dumps PDF: <https://drive.google.com/open?id=1hEgLo2DGDeEhkWra4jvjR1W-fyLzGpzn>