



# CISCO 700-651

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

**Exam Summary – Syllabus – Questions**

**700-651**

**[Cisco Collaboration Architecture](#)**

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

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## Know Your 700-651 Certification Well:

The 700-651 is best suitable for candidates who want to gain knowledge in the Cisco Channel Partner and Other. Before you start your 700-651 preparation you may struggle to get all the crucial Collaboration Architecture Sales Essentials materials like 700-651 syllabus, sample questions, study guide.

But don't worry the 700-651 PDF is here to help you prepare in a stress free manner.

The PDF is a combination of all your queries like-

- What is in the 700-651 syllabus?
- How many questions are there in the 700-651 exam?
- Which Practice test would help me to pass the 700-651 exam at the first attempt?

Passing the 700-651 exam makes you Cisco Collaboration Architecture. Having the Collaboration Architecture Sales Essentials certification opens multiple opportunities for you. You can grab a new job, get a higher salary or simply get recognition within your current organization.

## Cisco 700-651 Collaboration Architecture Sales Essentials Certification Details:

<b>Exam Name</b>	Cisco Collaboration Architecture Sales Essentials
<b>Exam Code</b>	700-651
<b>Exam Price</b>	\$80 USD
<b>Duration</b>	60 minutes
<b>Number of Questions</b>	45-55
<b>Passing Score</b>	Variable (750-850 / 1000 Approx.)
<b>Recommended Training</b>	<a href="#">Cisco SalesConnect</a>
<b>Exam Registration</b>	<a href="#">PEARSON VUE</a>
<b>Sample Questions</b>	<a href="#">Cisco 700-651 Sample Questions</a>
<b>Practice Exam</b>	<a href="#">Cisco Collaboration Architecture Practice Test</a>

## 700-651 Syllabus:

Section	Weight	Objectives
Collaboration Solution Architecture	30%	<ul style="list-style-type: none"> <li>- Describe the current collaboration landscape</li> <li>- Describe the collaboration pillars</li> <li>- Describe the collaboration architecture</li> <li>- Describe the team collaboration</li> <li>- Describe the customer lifecycle</li> <li>- Explain how to drive recurring revenue</li> <li>- Explain how Cisco collaboration applications to drive partner service revenues</li> </ul>
Simplified Licensing to Drive Sales	13%	<ul style="list-style-type: none"> <li>- Describe the components of Premises licensing</li> <li>- Describe the components of Cloud licensing</li> <li>- Describe the components of Hybrid licensing</li> </ul>
Business Outcome Features and Benefits	17%	<ul style="list-style-type: none"> <li>- Explain trends and business drivers</li> <li>- Explain buying centers and stakeholders</li> <li>- Describe building a common business approach and use case</li> <li>- Describe Cisco Collaboration architecture and business KPIs</li> </ul>
Competition	10%	<ul style="list-style-type: none"> <li>- Explain strategies to address the competition</li> <li>- Explain positioning the Cisco Collaboration architecture</li> </ul>
Business Case	30%	<ul style="list-style-type: none"> <li>- Describe Cisco collaboration designs</li> <li>- Describe mapping business requirements to solutions</li> <li>- Explain collaboration architecture design examples</li> <li>- Explain the service components</li> <li>- Describe the tools available for building customer BOM</li> <li>- Explain presenting solutions and overcoming objections</li> <li>- Describe partner tools</li> </ul>

## Cisco 700-651 Sample Questions:

### Question: 1

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: 2

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: 3

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: 4

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: 5**

Which expense is typically the highest for almost all companies?

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

**Answer: c****Question: 6**

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: 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**

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: 9**

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: 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**

## Study Guide to Crack Cisco Collaboration Architecture Sales Essentials 700-651 Exam:

- Getting details of the 700-651 syllabus, is the first step of a study plan. This pdf is going to be of ultimate help. Completion of the syllabus is must to pass the 700-651 exam.
- Making a schedule is vital. A structured method of preparation leads to success. A candidate must plan his schedule and follow it rigorously to attain success.
- Joining the Cisco provided training for 700-651 exam could be of much help. If there is specific training for the exam, you can discover it from the link above.
- Read from the 700-651 sample questions to gain your idea about the actual exam questions. In this PDF useful sample questions are provided to make your exam preparation easy.

- Practicing on 700-651 practice tests is must. Continuous practice will make you an expert in all syllabus areas.

## Reliable Online Practice Test for 700-651 Certification

Make NWExam.com your best friend during your Cisco Collaboration Architecture Sales Essentials exam preparation. We provide authentic practice tests for the 700-651 exam. Experts design these online practice tests, so we can offer you an exclusive experience of taking the actual 700-651 exam. We guarantee you 100% success in your first exam attempt if you continue practicing regularly. Don't bother if you don't get 100% marks in initial practice exam attempts. Just utilize the result section to know your strengths and weaknesses and prepare according to that until you get 100% with our practice tests. Our evaluation makes you confident, and you can score high in the 700-651 exam.

**Start online practice of 700-651 Exam by visiting URL**

**<https://www.nwexam.com/cisco/700-651-cisco-collaboration-architecture-sales-essentials-case>**