CISCO 700-020

Cisco Video Sales Essentials Certification Questions & Answers

Exam Summary – Syllabus – Questions

700-020

Cisco Video Collaboration

55-65 Questions Exam – Variable (750-850 / 1000 Approx.) Cut Score – Duration of 90 minutes

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Know Your 700-020 Certification Well:

The 700-020 is best suitable for candidates who want to gain knowledge in the Cisco Channel Partner and Other. Before you start your 700-020 preparation you may struggle to get all the crucial Video Sales Essentials materials like 700-020 syllabus, sample questions, study guide.

But don't worry the 700-020 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 700-020 syllabus?
- How many questions are there in the 700-020 exam?
- Which Practice test would help me to pass the 700-020 exam at the first attempt?

Passing the 700-020 exam makes you Cisco Video Collaboration. Having the Video 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 700-020 Video Sales Essentials Certification Details:

Exam Name	Cisco Video Sales Essentials
Exam Code	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%	- Section Overview - Identifying benefits of video communication - Identify benefits of Cisco collaboration solutions - Handling common objections
Outcome Based Selling for Video	37%	- Section Overview - Vertical Approaches • Education • Energy, Oil & Gas • Financial Services • Government / Public Sector • Healthcare • Hospitality • Manufacturing • Retail - Horizontal, or Line of Business Approaches • Corporate Real Estate • Corporate Travel Leaders • Human Resources
Cisco Video Portfolio	51%	- Section Overview - Where to start - Endpoint Solutions • Endpoint Solutions – mobile clients • Endpoint Solutions – desktop • Endpoint Solutions – room systems • Endpoint Solutions – immersive experience - Call Control Solutions • Call Control Solutions – Spark • Call Control Solutions – UCM & HCS • Call Control Solutions – Expressway

Section	Weight	Objectives
		- Conferencing Solutions • Conferencing Solutions – Spark • Conferencing Solutions – WebEx • Conferencing Solutions – Cisco Meeting Server • Conferencing Solutions – Cisco TelePresence Server - Management Solutions - Recording Solutions - Selecting Solutions - Summarize Positioning
Tools and Resources	3%	- Section Overview - Resources

Cisco 700-020 Sample Questions:

Question: 1

Which WebEx Center has polling and break out rooms?

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

Answer: d

Question: 2

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: 3

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 tor 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: 4

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: 5

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: 6

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

Question: 7

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: 8

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: 9

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: 10

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

Study Guide to Crack Cisco Video Sales Essentials 700-020 Exam:

- Getting details of the 700-020 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 700-020 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 700-020 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 700-020 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 700-020 practice tests is must. Continuous practice will make you an expert in all syllabus areas.

Reliable Online Practice Test for 700-020 Certification

Make NWExam.com your best friend during your Cisco Video Sales Essentials exam preparation. We provide authentic practice tests for the 700-020 exam. Experts design these online practice tests, so we can offer you an exclusive experience of taking the actual 700-020 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 700-020 exam.

Start online practice of 700-020 Exam by visiting URL
https://www.nwexam.com/cisco/700-020-cisco-video-sales-essentials-vse