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## Q&A

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**Exam : 700-001**

**Title** Cisco Video Solution Sales  
Representative

**Version : DEMO**

1.Which two benefits do companies receive by using video for remote experts? (Choose two)

- A. better utilization of limited resources
- B. higher close and product ratios
- C. limits use of limited resources
- D. reduces upsell opportunities
- E. reduced mobility for knowledge workers

**Answer:** A, B

2.Which product is needed to enable self-provisioning?

- A. Cisco Jabber Guest
- B. Cisco Telepresence MSE 8000
- C. Cisco Telepresence Management Suite
- D. Cisco Prime Collaboration

**Answer:** D

3.Customers use video technology tools to accomplish which two goals? (Choose two )

- A. increase face-time when driving
- B. increase network use
- C. increase productivity
- D. save time
- E. reduce network costs

**Answer:** C, D

4.Which two features does the Cisco DX70 have? (Choose two)

- A. supports Intelligent Proximity for Mobile Voice
- B. logins for shared work environments
- C. supports intelligent Proximity for content Sharing
- D. small screen that is completely operated by touch
- E. Windows-based proud that offers access to tools and applications

**Answer:** A, B

5.How many Internet-connected devices does the average person have today, in 2014?

- A. 1
- B. 3
- C. 7
- D. 12

**Answer:** B