



# Cisco

700-020  
*Cisco Video Sales Essentials*

## Questions & Answers PDF

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### Question: 1

Which conferencing solution is designed for messaging, meeting, calling and persistent content sharing?

- A. CMR
- B. Cisco Meeting Server
- C. Telepresence Server
- D. Spark

**Answer: B**

### Question: 2

What is a common government or public sector industry need?

- A. Providing lifelong learning opportunities.
- B. Addressing higher citizen expectation for communications, services and information access.
- C. Streamlining production processes for more efficient supply chains.
- D. Addressing cost, quality and access to healthcare for patients.

**Answer: B**

### Question: 3

According to Gartner, how much technology spending will be outside of IT by the year 2020?

- A. 50%
- B. 75%
- C. 85%
- D. 90%

**Answer: D**

### Question: 4

Which room system can also function as a white board?

- A. MX800
- B. Spark Board
- C. SX20

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D. SX10

**Answer: B**

**Question: 5**

Which mobile endpoint is designed to work with Cisco Meeting Server?

- A. Spark
- B. Jabber
- C. CMA
- D. WebEx

**Answer: C**



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