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650-302

Cisco

*ASCERAM - Cisco SaaS Conferencing and EIM Resale ATP
for the AM Exam*

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QUESTION: 1

Which option is a characteristic of the Cisco flexible deployment model?

- A. cloud options only
- B. on-premises options only
- C. choice of either cloud or on-premises options
- D. on-premises, cloud, and/or hybrid options

Answer: D

QUESTION: 2

Which option does Cisco use to deliver its collaboration offering to provide a consistent and secure experience for users?

- A. New Collaborative Workspace
- B. Cisco Collaboration Cloud
- C. Cisco Network
- D. Cisco Telepresence

Answer: B

QUESTION: 3

Which two options are strategic elements that Cisco uses to meet market requirements? (Choose two.)

- A. incorporating some social networking elements
- B. secure intercompany communication
- C. expanding collaboration to future devices
- D. flexible consumption models
- E. unified interface for collaboration and instant messaging

Answer: A, E

QUESTION: 4

Which type of dilemma must partners understand to help better position Cisco WebEx solutions?

- A. the maintenance of the current infrastructures and applications
- B. the dramatic shifts in technology and the pace at which it is accelerating
- C. assigning IT representatives to keep up with current technologies
- D. keeping track of individual performance within an organization

Answer: B

QUESTION: 5

Which benefit does the Cisco Collaboration Cloud provide due to its core-edge design and service-oriented architecture?

- A. higher costs
- B. scalability and performance
- C. a single data center hub
- D. single-layer security

Answer: B

QUESTION: 6

Which option is one benefit of Cisco WebEx Connect and Cisco WebEx web collaboration to organizations?

- A. create persuasive multimedia presentations
- B. business agility and productivity after taking out infrastructure
- C. single, consistent experience across PC, Mac, tablets, and mobile phones
- D. meet lead goals and product launch dates

Answer: C

QUESTION: 7

Which question is the best to ask an executive sponsor of an organization when qualifying them for the Cisco WebEx service?

- A. How important is having a single provider of conferencing and audio services to your organization?
- B. What is most important to you in deploying and managing an instant messaging experience?
- C. How often do local employees travel with devices that are not supported by your IT department?
- D. What is your vision for collaboration across your organization?

Answer: D

QUESTION: 8



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