



**Vendor:** Cisco

**Exam Code:** 646-276

**Exam Name:** Selling Cisco Unified MeetingPlace Solutions  
(SMPS)

**Version:** DEMO

#### QUESTION 1

A global group of specialized companies employ collaboration services to form a chain to increase their strategic offerings. What is this called? Select the best response.

- A. globalization
- B. atomization
- C. focalization
- D. specialization

**Answer: B**

#### QUESTION 2

Which two business patterns are the strongest indicators of a need for a collaboration solution? (Choose two.) Select 2 response(s).

- A. Parts suppliers are involved in the design process.
- B. Branch offices regularly receive product briefings.
- C. Management teams often travel.
- D. Development teams are geographically dispersed.

**Answer: AD**

#### QUESTION 3

BikeMaster is a growing high-end bicycle manufacturer. Which question is recommended as a first attempt to expose their need for a collaboration standard? Select the best response.

- A. Which collaboration tools do BikeMaster's suppliers use?
- B. What tool is BikeMaster's main competitor using for collaboration software?
- C. What are the steps of the BikeMaster product development cycle?
- D. Which international standards bodies must BikeMaster adhere to?

**Answer: C**

#### QUESTION 4

Which question would most likely be spoken by a prospect ready for Cisco Unified MeetingPlace? Select the best response.

- A. How do I expand text messaging with customers?
- B. How do I expand video conferencing?
- C. How do I expand online product demonstrations?
- D. How do I expand voicemail in the call center?

**Answer: C**

#### QUESTION 5

A company needs to share product schematics for a highly sensitive product under design. Which factor indicates that Cisco Unified MeetingPlace is a good solution? Select the best response.

- A. There is little network bandwidth available to accommodate schematic viewing.
- B. The schematics are highly sensitive and must be shared behind the firewall.
- C. The schematics must be annotated during the meeting.
- D. There must be a signoff on the schematics during meetings.

**Answer: B**

## Thank You for Trying Our Product

### Braindump2go Certification Exam Features:

- ★ More than **99,900** Satisfied Customers Worldwide.
- ★ Average **99.9%** Success Rate.
- ★ **Free Update** to match latest and real exam scenarios.
- ★ **Instant Download** Access! No Setup required.
- ★ Questions & Answers are downloadable in **PDF** format and **VCE** test engine format.
- ★ Multi-Platform capabilities - **Windows, Laptop, Mac, Android, iPhone, iPod, iPad**.
- ★ **100%** Guaranteed Success or **100%** Money Back Guarantee.
- ★ **Fast**, helpful support **24x7**.



View list of all certification exams: <http://www.braindump2go.com/all-products.html>



**10% Discount Coupon Code: BDN2014**