

# 646-276

## Cisco

### *Express Foundation for Account Managers*

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<b>Exam Name:</b>	<b>Selling Cisco Unified MeetingPlace Solutions (SMPS)</b>		
<b>Exam Type:</b>	<b>Cisco</b>	<b>Exam Code:</b>	<b>646-276</b>
<b>Certification:</b>	<b>MeetingPlace Sales Specialist</b>	<b>Total Questions:</b>	<b>36</b>

**Question: 1**

Cisco Unified MeetingPlace uses which technology to provide rapid graphic sharing across desktop platforms?

- A. Adobe flash
- B. Javascript
- C. Microsoft netmeeting
- D. X windows

**Answer: A**

**Question: 2**

A customer has the following requirements:  
 voice/data conferencing  
 supporting multiple groups  
 collaboration, presentation and webinar templates  
 Which solution would you recommend?

- A. On-premises meetingplace voice and web conferencing
- B. Meetingplace outlook integration
- C. Meetingplace with webex integration
- D. Cisco unified videoconferencing manager with mcus
- E. Meetingplace Express

**Answer: A**

**Question: 3**

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

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

**Answer: B, C**

**Question: 4**

Which four pieces of information are required to determine actual conferencing needs? (Choose four.)

- A. Number of video participants system wide
- B. Scalability requirements
- C. Distance between offices
- D. Type of deployment (on-premise or hosted)
- E. Data network topology
- F. Number of web and voice participants system wide

**Answer: A, B, C, F**

**Question: 5**

A corporation has chosen Cisco Unified Communications Manager as their new corporate-wide voice solution. Which business driver favors adding a Cisco Unified MeetingPlace on-premises solution?

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