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# 650-302

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

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**QUESTION NO: 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**

**Explanation:**

**QUESTION NO: 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**

**Explanation:**

**QUESTION NO: 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**

**Explanation:**

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**QUESTION NO: 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**

**Explanation:**

**QUESTION NO: 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**

**Explanation:**

**QUESTION NO: 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**

**Explanation:**

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**QUESTION NO: 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 a 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**

**Explanation:**

**QUESTION NO: 8**

Which two services does the Cisco collaboration portfolio offer to meet the needs of a changing workforce? (Choose two.)

- A. session management
- B. enterprise social software
- C. policy and security management
- D. mobile applications
- E. content management

**Answer: B,D**

**Explanation:**

**QUESTION NO: 9**

What is the minimum number of invoices that the FTP Invoice delivery option can provide for partner and reseller accounts?

- A. 5
- B. 10
- C. 15
- D. 20

**Answer: A**