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650-303

PASCERSE - Cisco SaaS Conferencing and
EIM Resale ATP for the SE Exam

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QUESTION NO: 1

Which two steps describe best practices for placing a product order? (Choose two.)

- A. List the Cisco list price.
- B. Indicate the customer (not the partner).
- C. Verify any discounts made.
- D. Add the branding fee.
- E. Add the subscription fee.

Answer: B,D

Explanation:

QUESTION NO: 2

When integrating a customer's LMS and WebEx Training Center, which process works in the background with WebEx Training Center as a conduit?

- A. CloudLink
- B. Salesforce.com
- C. Blackboard
- D. Jumpstart

Answer: C

Explanation:

QUESTION NO: 3

You are connecting into a Cisco WebEx meeting as an authenticated attendee. Which two attributes are required for you to join the meeting successfully? (Choose two.)

- A. local parameters
- B. password
- C. encryption
- D. identification
- E. cookie

Answer: B,D

Explanation:

QUESTION NO: 4

Which statement about the Cisco WebEx Connect IM capabilities carried out over secure client sessions is true?

- A. An encrypted connection is not necessary before the server authenticates the client.
- B. It can simply assert its address on the network, just like email communications.
- C. An encrypted connection is established using TCP, and then the server authenticates the client.
- D. It has a limited ability to block any attempts to clog the network.

Answer: B

Explanation:

QUESTION NO: 5

You are demonstrating Event Center for a customer. Which option is an important feature to highlight?

- A. online polls and quizzes
- B. registration and lead management
- C. one-on-one support
- D. IMS support

Answer: D

Explanation:

QUESTION NO: 6

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: 7

Which two options are reasons to use Meeting Center and help it stand out from the competition?
(Choose two.)

- A. You can host, attend, and schedule meetings on mobile devices.
- B. Presenters and participants can annotate and make notes on documents.
- C. You can integrate hands-on labs and broadcast audio.
- D. Users can record all events and make them available for replay and review.
- E. You can share meeting summaries via email.

Answer: A,D

Explanation:

QUESTION NO: 8

Which application is used by third-party audio providers to offer meeting controls in real time?

- A. telephony service provider
- B. XML
- C. SAML
- D. single sign-on

Answer: B

Explanation:

QUESTION NO: 9

A customer is concerned about the WebEx Connect service because of SaaS risks to security.
Which two facts are good responses to this objection? (Choose two.)

- A. The WebEx Connect service offers directory integration. The WebEx Connect service offers 128-bit SSL encryption.
- B. The WebEx Connect service offers SAS-70 Type D attestation.
- C. The WebEx Connect service offers purpose-built infrastructure for real-time communication.
- D. The WebEx Connect service offers easy integration with a customer's existing firewall configuration.