



**646-276**

**MeetingPlace Sales Specialist (SMPS)**

**Exam number/code:** 646-276

**Exam name:** MeetingPlace Sales Specialist (SMPS)

**Questions & Answers:** 36 Q&A

**Related Certifications:** [Specialist](#)



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**Exam: 646-276 Certification Questions & Answers**

**Question 1:**

Which advantage of the WebEx and MeetingPlace integration will be seen by current WebEx only customers?

- A. increased speed of conference screen sharing
- B. improved management of conference resources
- C. reduced audio conferencing costs
- D. reduced conference bandwidth usage

**Answer: C**

**Question 2:**

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

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

**Answer: A**

**Question 3:**

Which question would most likely be spoken by a prospect ready for Cisco Unified MeetingPlace?

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

**Answer: B**

**Question 4:**

Which three MeetingPlace differentiators are the most important aids to overcoming boredom and detachment from web presentations?

- A. polling
- B. emoticons and chat to presenters
- C. rapid screen updates
- D. video
- E. PowerPoint presentations

**Answer: A,B,D**

**Question 5:**

A company headquartered in New York is opening 2 new branch offices in Europe and Asia. They are planning to make use of conferencing tools as the means for virtual connectivity. Which are the 4 most appropriate questions to ask to properly position a Cisco Unified MeetingPlace Solution? (Choose 4)

- A. What is the maximum budget and time frame for this project?
- B. What type of network is used (IP, ISDN, etc.)?
- C. Do you have any existing conferencing resources and equipment?
- D. What brand of switches and routers are used?
- E. What is the average bandwidth at each location?
- F. What is the total number of company employees?

**Answer: A,B,C,E**

**Question 6:**

Which combination is a legitimate WebEx with Cisco Unified MeetingPlace hosting option?

- A. MeetingPlace audio only in (SaaS) hosted WebEx datacenter deployment
- B. MeetingCenter web conferencing with MeetingPlace scheduling and IBM Sametime Web
- C. MeetingCenter web scheduling with MeetingPlace on premise voice/video and web UL's
- D. MeetingCenter web scheduling and conferencing with MeetingPlace on-premise audio

**Answer: D**

**Question 7:**

Which individual described is most likely to drive the purchase of a Cisco Unified MeetingPlace solution?

- A. Executive Vice President for Sales in a multi-national heavy equipment manufacturer
- B. Director of Information Technology in a major pharmaceutical company
- C. Director of Competitive Marketing in a global network technology manufacturer
- D. Chief of Retail Sales in a global specialty clothing retailer

**Answer: B**

**Question 8:**

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

- A. on-premiseMeetingPlace 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 9:**

A customer is asking for integrated voice, web and video with ad hoc conferencing. Which is the most appropriate solution?

- A. Cisco UnifiedMeetingPlace Express
- B. Cisco Unified Videoconferencing Manager
- C. Cisco UnifiedMeetingPlace 6
- D. Cisco UnifiedMeetingPlace 7
- E. Cisco WebEx

**Answer: A**

**Question 10:**

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?

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

**Answer: D**

**Question 11:**

Which two customer requirements are key business drivers for a Cisco Unified MeetingPlace solution?  
(Choose two.)

- A. Provide enterprise voice/video and web collaboration.
- B. Provide Internet access to all tools.
- C. Use a service provider based deployment.
- D. Reduce travel costs.

**Answer: A,D**

**Question 12:**

Which four benefits are realized by rich media conferencing? (Choose four.)

- A. speed in decision making
- B. increased security
- C. increase in bandwidth use
- D. decrease in human communication needs
- E. expanded market reach
- F. dramatic productivity improvement

**Answer: A,B,E,F**

**Question 13:**

Which two professionals are the most likely to be the key business decision makers in buying a MeetingPlace solution? (Choose two)

- A. Chief Information Officer
- B. VP of Marketing
- C. VP of Sales
- D. Director of IT
- E. Network Engineer

**Answer: A,D**

**Question 14:**

A customer has the following requirements:  
integrated voice and web conferencing  
growth ability to integrated videoconferencing  
rich scheduling tools  
choice of on-premise or as-a-service deployment  
supporting on-net and out-dial calls  
integrating to existing VoIP infrastructure  
supporting at least 500 audio ports  
Which two deployments would be the best solutions? (Choose two.)

- A. Cisco Unified MeetingPlace 7 with on-premise audio and a WebEx conference engine
- B. Cisco Unified Videoconferencing
- C. Cisco Unified MeetingPlace 7 on-premise
- D. WebEx with web, voice and video webcam
- E. 3 deployments of MeetingPlace Express--200 ports each
- F. Cisco Unified MeetingPlace 6 with CUVM

**Answer: A,C**

**Question 15:**

Which are the three most important principles to follow when preparing a Cisco Unified MeetingPlace Return on Investment calculation? (Choose three.)

- A. Approach the ROI objectively and be prepared to defend the data.
- B. Attempt to make the savings 100% of the purchase cost.
- C. Make the calculations transparent.
- D. Be conservative with the calculation.
- E. Ensure the analysis is complete and accurate.

**Answer: A,C,D**

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