

# Cisco

## Exam 650-304

**Cisco SaaS Conferencing and EIM Resale ATP for the FE Exam**

Version: 6.0

**[ Total Questions: 53 ]**

**Question No : 1**

Which step(s) should you take to establish rapport with clients?

- A. Allow the sales team to call your client to offer new products and services
- B. Let them know they should only call you; you will not call them
- C. Stay engaged by holding regular meetings
- D. Show your client what the competitors are doing

**Answer: C**

**Question No : 2**

What are two different ways to maintain a strong and productive customer relationship?  
(Choose two)

- A. Do not try to sell other products or services
- B. Schedule semiannual meetings only
- C. Give clients some space; call them only if they need you
- D. Review usage reports with clients
- E. Meet regularly depending on client needs

**Answer: D,E**

**Question No : 3**

Which two are characteristics of a successful implementation? (Choose two.)

- A. Configuration
- B. Design
- C. Assimilation
- D. Submitting branding requests
- E. Preparation

**Answer: C,E**

**Question No : 4**

Which business complexity example is best described as a consumerization trend?

- A. Following workers that work outside of business hours
- B. Managing tools and helping people find the correct content in a secure location when needed
- C. Employees bringing in new devices and applications into work
- D. Resolving issues over distances

**Answer: C**

**Question No : 5**

Which option is the starting point of a platform that delivers a consistent experience that includes synchronous and asynchronous collaboration?

- A. Presence
- B. Network layer
- C. Session control
- D. Policy management

**Answer: A**

Reference:[http://www.cisco.com/en/US/docs/voice\\_ip\\_comm/cucm/srnd/collab09/collabor.html](http://www.cisco.com/en/US/docs/voice_ip_comm/cucm/srnd/collab09/collabor.html)

**Question No : 6**

How can an organization administrator add, modify, or remove domain names?

- A. Access Cisco WebEx Connect
- B. Go to Cisco com
- C. Access the Cisco WebEx Organization Administration Tool
- D. Contact a Cisco WebEx representative

**Answer: D**

Reference:[http://www.webex.com/webexconnect/orgadmin/help/index.htm?toc.htm?cs\\_do\\_main\\_cat.htm](http://www.webex.com/webexconnect/orgadmin/help/index.htm?toc.htm?cs_do_main_cat.htm)(see the first note with green background on the page)