

## 650-251 Sales Expert

### Cisco LCSAUC Cisco Lifecycle Services Advanced IP Communications

**Practice Exam:** 650-251 Exams

**Exam Number/Code:** 650-251

**Exam Name:** LCSAUC Cisco Lifecycle Services Advanced IP Communications

**Questions and Answers:** 45 Q&As

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Title : LCSAUC Cisco Lifecycle Services Advanced IP Communications

1. Which two of the following activities are included in the Cisco Unified Communications staff development? Select two.

- A. Collect Cisco Unified Communications Training Materials
- B. Develop Job Role Training Requirement
- C. Request for Training Budget
- D. Develop Curriculum Map
- E. Develop Informal Basic Training

Answer: BD

2. Quality of service is analyzed at which service component within the Cisco Unified Communications plan phase?

- A. Network Readiness Assessment
- B. Application Readiness Assessment
- C. Site Readiness Assessment
- D. Operation Readiness Assessment

Answer: A

3. Which optimize phase service component assesses the current state of the network management infrastructure of a customer to identify issues and opportunities that lead to recommendations for improving the ability to manage their Cisco Unified Communications system?

- A. Deployment Assessment
- B. Technology Assessment
- C. Security Assessment
- D. Operations Assessment

Answer: D

4. Which phase includes conducting Cisco Unified Communications network traffic analysis and capacity planning in order to ensure high availability?

- A. Design
- B. Prepare
- C. Maintain
- D. Optimize

Answer: D

5. Which statement most accurately describes the account planning service component in the prepare phase for Cisco Unified Communications?

- A. It performs a detailed financial analysis, including current phone network costs, training, and return of investment.
- B. It researches unique challenges and conducts competitive analysis to determine a vertical approach and strategy.
- C. It identifies the key players, high-level solution requirements, timelines, and scope of the opportunity.
- D. It provides the partner with information regarding customer acceptance of the new solution.

Answer: B

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