

## 646-276 Meeting Place Certifications

### Cisco Selling Cisco Unified MeetingPlace Solutions (SMPS)

**646-276: Selling Cisco Unified MeetingPlace Solutions (SMPS)**

**Practice Exam:** 646-276 Exams

**Exam Number/Code:** 646-276

**Exam Name:** Selling Cisco Unified MeetingPlace Solutions (SMPS)

**Questions and Answers:** 36 Q&As

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Exam : Cisco 646-276

Title : Selling Cisco Unified MeetingPlace Solutions (SMPS)

1. A global group of specialized companies employ collaboration services to form a chain to increase their strategic offerings. What is this called?

- A. globalization
- B. atomization
- C. focalization
- D. specialization

Answer: B

2. Which two business patterns are the strongest indicators of a need for a collaboration solution? (Choose two.)

- A. Parts suppliers are involved in the design process.
- B. Branch offices regularly receive product briefings.
- C. Management teams often travel.
- D. Development teams are geographically dispersed.

Answer: AD

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

Answer: C

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