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**Exam : 650-303**

**Title : Cisco SaaS Conferencing  
and EIM Resale ATP for  
theSE Exam**

**Version : DEMO**

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

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

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

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

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

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**

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**

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**

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.

**Answer: A,D**

10.Which audio choices do customers have when they implement the Cisco WebEx meeting applications?

- A. SaaS-based WebEx, VoIP, on-premises MeetingPlace, partner audio services
- B. SaaS-based WebEx, VoIP, Universal Voice
- C. VoIP, hardware-assisted options, partner audio services
- D. VoIP, on-premises MeetingPlace, partner audio services

**Answer: A**