

700-037^{Q&As}

Advanced Collaboration Architecture Sales Specialist

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QUESTION 1

Which list of the steps of migration is in the correct sequence?

- A. Deploy Cisco Unified Communications service, deploy UC to the remote sites, deploy UC at the central site, deploy UC-ready IP infrastructure
- B. Deploy UC-ready IP infrastructure, deploy Cisco Unified Communications service, deploy UC at the central site, deploy UC to the remote sites
- C. Deploy Cisco Unified Communications service, deploy UC-ready IP infrastructure, deploy UC to the remote sites, deploy UC at the central site
- D. Deploy UC-ready IP infrastructure, deploy Cisco Unified Communications service, deploy UC to the remote sites, deploy UC at the central site

Correct Answer: D

QUESTION 2

Which option describes the function of the applications and services layer of the Cisco Unified Communications system architecture?

- A. It lays the foundation upon which all other layers are deployed
- B. It monitors and manages the Cisco Unified Communications network and applications
- C. It handles the processing and routing of calls throughout the system
- D. It adds enhanced user features to the system

Correct Answer: D

Reference: http://www.cisco.com/en/US/docs/voice_ip_comm/cucm/srnd/8x/intro.html

QUESTION 3

Which three options are ways to strengthen an existing relationship with the customer? (Choose three.)

- A. Posing solution questions to help the customer envision improvements
- B. Asking issue questions and inquiring why these issues are important
- C. Leveraging existing relationships
- D. Asking provocative questions and making statements
- E. Determining the type of questions and the manner and sequence of asking them
- F. Aggressively pursuing additional contact

Correct Answer: ABE

QUESTION 4

Which three statements describe Cisco Enterprise License Manager? (Choose three.)

- A. It is centralized and free, and it manages licenses across multiple clusters through license management, reporting, and compliance systems.
- B. It is an enterprise-wide management tool for all Cisco Collaboration licenses
- C. It is available in Professional, Standard, and Entry Editions
- D. It includes soft clients, applications server software, and licensing on a per-user basis
- E. It enables customers to see whether they require additional licenses and how the purchased licenses are utilized.

Correct Answer: ABE

QUESTION 5

Which company stakeholder may ask questions relating to improving resource efficiency while maintaining regulatory compliance during evaluation of a new architecture or strategy?

- A. Chief Financial Officer
- B. Chief Information Officer
- C. Chief Executive Officer
- D. Vice President

Correct Answer: B

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