# 700-037 Q&As

Advanced Collaboration Architecture Sales Specialist

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**QUESTION 1**

Which three roles belong to an informal buying center that the account manager must be aware of? (Choose three)

A. Gatekeeper

B. Partner

C. Initiator

D. Seller

E. Buyer

F. Dealer

Correct Answer: ACE

**QUESTION 2**

Who uses Cisco Show and Share and Cisco WebEx Social for gaining and sharing information?

A. Customer

B. Knowledge worker

C. Mobile worker and teleworker

D. Contact center agent

Correct Answer: C

Reference: http://www.cisco.com/en/US/prod/collateral/ps10680/ps10683/ps10668/ solution_overview_c22-698483.pdf

**QUESTION 3**

Which two are features of Cisco Unified Communications Manager Business Edition 6000? (Choose two.)

A. It supports Cisco Unified Contact Center Express.

B. It is backwards compatible, which means that it will run on old Cisco MCS hardware

C. It runs on the Cisco MCS 7890 hardware.

D. It unifies desk phone, wireless phone. IP phone, and instant messaging.

E. It has capacity for 75 to 300 users and supports up to 10 sites

Correct Answer: AD

**QUESTION 4**

In which layer of the Cisco Collaboration Architecture do you find session and content management?

A. Endpoint device layer

B. Collaboration applications layer

C. Infrastructure layer

D. Collaboration services layer

Correct Answer: D

**QUESTION 5**

Mobile workers and teleworkers do not have direct access to coworkers, but they must engage with them regularly.

Which three collaboration tools benefit these workers\\'? (Choose three.)

A. Cisco Jabber

B. Cisco Video Conferencing

C. Cisco Emergency Responder

D. Cisco Unified Contact Center Express

E. Cisco Unified Communications

Correct Answer: ABE

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