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QUESTION 1

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 2

Which three statements about Alcatel Lucent is correct? (Choose three)

A. The Aura architecture is Alcatel Lucent\\'s flagship architecture that joins their Service Provider portfolio together

B. Alcatel Lucent is Cisco\\'s closest competitor in IP based telephone handsets and mobile communications applications

C. Alcatel Lucent is Cisco\\'s closest competitor in Market Share of Carrier Routing and Switching

D. Alcatel Lucent\\'s core product is Service Provider Edge Routing equipment

E. The High Leverage Network (HLN) is Alcatel Lucent\\'s flagship architecture that joins their Service Provider portfolio together

Correct Answer: CDE

QUESTION 3

Which Cisco differentiator is correctly mapped to the Cisco solution?

A. Real-time voice and business video: Cisco WebEx Social includes Facebook-like features for blogging

B. Intercompany collaboration: The Cisco MXE 5600 offers high-definition videoconferencing with existing Cisco Telepresence units and other video-enabled devices.

C. Integrated experience: Cisco Show and Share offers a "YouTube for the Enterprise" that allows employees to share created content.

D. Interoperability: Cisco Unified Communications Manager Session Management interconnects PBXs to other businesses.

Correct Answer: C

Reference: http://www.cisco.com/E-Learning/quickstart/unified_communications_8/cdc_bulk/Additional_Resources/resources/Collaboration_Differentiators.pdf

QUESTION 4

Which two options apply when you have a meeting with the telecommunications manager of an organization? (Choose two.)

A. The telecommunications manager is exclusively concerned with day-to-day issues, such as reporting, security, reliability, training, and processes.

B. The telecommunications manager\\'s major concern is the cost of the solution.

C. The telecommunications manager may have a long-standing relationship with a PBX competitor.

D. The telecommunications manager could be resistant because the IT department gets authority over the new system.

E. The telecommunications manager is concerned about how collaboration affects network management

Correct Answer: CD

QUESTION 5

You are discussing Cisco Collaboration Architecture with the IT manager of an organization

Which three statements are effective responses that relate to the IT manager\\'s concerns\\'? (Choose three.)

A. Improved collaboration tools improve the end-user experience and will make the IT manager more popular.

B. Initial costs may be higher, but comparing the Total Cost of Ownership over a five-year period will show that the Cisco product is less expensive.

C. A centralized Collaboration Architecture deployment will ease management and save money.

D. A fully-deployed Collaboration Architecture supports efficient training in a variety of ways

E. The Collaboration Architecture, by design, ensures the highest availability.

F. Collaboration tools improve upon ways in which corporations can enforce employee accountability.

Correct Answer: BCE

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