

# 700-037<sup>Q&As</sup>

Advanced Collaboration Architecture Sales Specialist

## Pass Cisco 700-037 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.pass2lead.com/700-037.html>

100% Passing Guarantee  
100% Money Back Assurance

Following Questions and Answers are all new published by Cisco  
Official Exam Center

- ⚙️ **Instant Download** After Purchase
- ⚙️ **100% Money Back** Guarantee
- ⚙️ **365 Days** Free Update
- ⚙️ **800,000+** Satisfied Customers



**QUESTION 1**

Which statement is an important selling point for Cisco against Avaya?

- A. Cisco is well respected and is the proven leader in collaboration.
- B. Cisco supports deskless workers
- C. Cisco can offer a complete end-to-end solution
- D. Cisco has acquired more than 100 innovative companies.

Correct Answer: C

---

**QUESTION 2**

Which collaborative quoting platform gives an account manager the autonomy to make deals and quote decisions from within a single workspace?

- A. Cisco Partner Central
- B. Cisco Commerce Workspace
- C. Cisco Unified Communications Business Advisor
- D. Cisco Smart Business Roadmap

Correct Answer: C

---

**QUESTION 3**

Which two options represent the critical concerns of a desktop application manager regarding Cisco Collaboration Architecture? (Choose two.)

- A. Implementing instant messaging can become a security threat How secure is your Collaboration application?
- B. I'm concerned about integration into our existing application infrastructure.
- C. Can your Collaboration application self-diagnose problems?
- D. I'm concerned about the reporting capabilities of your desktop collaboration application.
- E. Collaboration sounds sophisticated, but how does this support our sales force?

Correct Answer: AB

---

**QUESTION 4**

Which two reasons make the Cisco Collaboration Architecture important for the marketing manager? (Choose two.)

- A. Cisco Collaboration Architecture can support the sales force to achieve higher productivity.
- B. The marketing manager is interested in how the Cisco Collaboration Architecture will help provide a better corporate image.
- C. The Cisco Collaboration Architecture improves the means by which a company can stay in touch with customers.
- D. The Cisco Collaboration Architecture provides real-time call detail records
- E. Transition to Collaboration Architecture is easier than transition to a closed, legacy system

Correct Answer: AC

---

#### QUESTION 5

Which three statements about Cisco VCS are true? (Choose three.)

- A. It is available as a standalone appliance, but not as an application for virtual environments
- B. It offers interoperability with third-party unified communications. IP telephony networks, and VoIP and video systems.
- C. It simplifies session management and control of Cisco Telepresence conferences
- D. It facilitates business-to-business Cisco Telepresence and video communications as long as it is within firewall limits.
- E. It works with Cisco Unified Communications and VoIP solutions to provide an optimal user experience, regardless of location or device.
- F. It can be deployed as Cisco Telepresence Video Communication Server control for internal and external communication

Correct Answer: BCD

Reference: <http://www.cisco.com/en/US/products/ps11337/>

[700-037 PDF Dumps](#)

[700-037 Exam Questions](#)

[700-037 Braindumps](#)