700-039^{Q&As}

Advanced Collaboration Architecture Sales Engineer

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QUESTION 1

Which two collaboration strategies address today\\'s business challenges? (Choose two.)

A. Ensure the security of voicemail messages

B. Establish a trust relationship and maintain customer intimacy at a distance

C. Ensure an effective environment to store an increasing amount of input information

D. Improve routine task automation with dedicated tools and systems

E. Manage and support the blurring border between the work and personal worlds

Correct Answer: DE

QUESTION 2

Which tool offers a blueprint for designing and deploying a full-service, comprehensive network to support business needs?

A. Cisco Smart Business Roadmap

B. Cisco Collaboration Use Case Tool

C. Cisco Steps to Success

D. Cisco Smart Business Architecture

Correct Answer: D

QUESTION 3

Which two statements indicate that the customer needs an infrastructure that can efficiently accommodate organizational changes? (Choose two.)

A. We need technology to dictate and lead business processes.

B. Collaboration applications must be flexible to quickly adapt to changes in user demand.

C. Collaboration equipment must be deployed at several locations and data centers.

D. The lifetime of any technology in our company is approximately two to three years

E. Future success of our company depends on operational agility.

Correct Answer: BE

QUESTION 4

Which Cisco Telepresence product series exemplifies simple-to-use immersive collaboration?

A. Profile Series

B. EX Series

C. MX Series

D. TX Series

Correct Answer: D

QUESTION 5

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

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