

# 700-039<sup>Q&As</sup>

Advanced Collaboration Architecture Sales Engineer

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**QUESTION 1**

Which of the following is the last step when mapping business requirements with Cisco Collaboration Architecture?

- A. Map business model elements with the value chain.
- B. Map important technical KPIs with customer process flow.
- C. Map collaboration maps (diagrams) with Cisco Collaboration Architecture
- D. Map process flow tasks with the collaboration map
- E. Map value chain and value network with Cisco Collaboration Architecture applications

Correct Answer: C

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**QUESTION 2**

Which sequence of steps is correct for mapping business drivers with collaboration solutions?

- A. Ask questions; present collaboration solution; map business drivers with collaboration solutions; aggregate the business drivers.
- B. Ask questions; map business drivers with collaboration solutions; aggregate the business drivers; present collaboration solution.
- C. Ask questions; map business drivers with collaboration solutions; present collaboration solution; aggregate the business drivers.
- D. Ask questions; aggregate the business drivers; map business drivers with collaboration solutions; present collaboration solution.

Correct Answer: D

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**QUESTION 3**

Which three statements about the Cisco Voice Messaging portfolio are true? (Choose three.)

- A. Cisco Unity Express could be installed on a Cisco MCS server.
- B. Cisco Unity Express offers integrated autoattendant capabilities.
- C. Cisco Unity Express supports redundancy.
- D. Cisco Unity Express supports up to 500 mailboxes.
- E. Cisco Unity Connection supports up to 20,000 mailboxes per server.
- F. Cisco Unity Connection messaging access is only supported via IP phones and email clients.
- G. Cisco Unity Connection could be installed on a router.

H. Cisco Unity is offered as an appliance running on Linux.

Correct Answer: BCE

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#### QUESTION 4

Which three options are ways that customers benefit from the Cisco Technology Developer Program? (Choose three.)

- A. Opportunity to participate in Cisco research and development to develop next-generation Cisco Collaboration solutions
- B. Exponentially expands the number and quality of rich, new business solutions
- C. Display the Cisco Compatible logo in association with their product offering
- D. Faster more successful deployments
- E. Complete access to Cisco technologies and support resources

Correct Answer: ABC

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#### QUESTION 5

Which two of the following are concerns that an operations manager may have in making a decision on Cisco Collaboration? (Choose two.)

- A. Fast adoption of organizational changes
- B. Changing customer demands
- C. Reliability of the company infrastructure
- D. Go-to-market time of new products or services
- E. How to engage with external suppliers quickly

Correct Answer: AC

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