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Business Edition 6000 for Account Managers

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QUESTION 1

Among the many benefits and differentiators of Cisco Business Edition 6000 is its business scalability. Which three Cisco Business Edition 6000 characteristics contribute to its business scalability? (Choose three.)

- A. deployment flexibility with unified provisioning
- B. server redundancy and Unified SRST
- C. reduced carbon footprint
- D. increased agility and investment protect
- E. rapid return on investment
- F. high availability
- G. solution growing with company growth

Correct Answer: ABD

Reference: http://www.cisco.com/web/learning/le21/le39/docs/tdw163_prezo.pdf (slide 11)

QUESTION 2

In the Cisco Business Edition 6000 sales cycle, mapping the solution and its business benefits to the business initiatives is of essential importance. Where in the sales cycle does this mapping typically occur?

- A. when gathering information about the buying center and customer vision and strategy
- B. when proposing the Cisco Business Edition 6000 solution
- C. when identifying the potential customer risks
- D. when preparing the proposed Cisco Business Edition 6000 solution

Correct Answer: B

QUESTION 3

Which client that is packaged with the Cisco Business Edition 6000 lets you access presence, IM, voice, video, voice messaging, desktop sharing, and conferencing services from any device?

- A. Cisco AnyConnect client
- B. Cisco Jabber client
- C. Cisco WebEx Messenger client
- D. Cisco Unified Personal Communicator client



Correct Answer: B

Reference: http://www.cisco.com/web/learning/le21/le39/docs/tdw163_prezo.pdf (slide 15)

QUESTION 4

Which four are Cisco competitors in the area of unified communications and collaboration? (Choose four.)

- A. HP
- B. Microsoft
- C. Brocade
- D. Alcatel-Lucent
- E. Juniper
- F. Siemens
- G. Avaya

Correct Answer: BDFG

QUESTION 5

In which two ways does Cisco Business Edition 6000 deployment mitigate and reduce the business risk? (Choose two.)

- A. The end-to-end Cisco collaboration solution eliminates the risk of other vendor applications and devices not being supported.
- B. Cisco Jabber uses a consistent user interface on all devices. Changing devices does not impact user acceptance.
- C. Cisco Collaboration Architecture supports all major operating systems and devices, minimizing the risk of a device not being supported.
- D. Cisco proprietary communications protocols mitigate the risk of interoperability with other vendor collaboration devices.

Correct Answer: BC

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