# 700-105 <sup>Q&As</sup>

Cisco Midsize Collaboration Solutions for Account Managers

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**QUESTION 1**

Which Cisco online resource provides partners with the most comprehensive set of Cisco BE6000 sales materials that are aligned to the sales cycle?

A. Cisco Selling Collab Portal

B. Cisco Business Edition 6000 Product home page

C. Cisco Promotions and Incentive

D. Cisco BE6000 Partner Sales Guide

Correct Answer: A

**QUESTION 2**

Which statement allows you to position the topic of collaboration meeting rooms with the customer?

A. Cisco Collaboration Meeting Rooms is a validated design that defines the layout design, and technical requirements of Cisco Telepresence Video rooms.

B. Cisco Collaboration Meeting Rooms is a video conferencing service. It couples WebEx Personal Rooms and the cloud-based WebEx Video Bridge into one, always-available meeting experience.

C. Cisco Collaboration Meeting Rooms represent the video capabilities of Cisco Business Edition 6000 that enable video from any device.

D. Cisco Collaboration Meeting Rooms is an on-premises service offering video to the enterprise across mobile, desktop, and room-based systems.

Correct Answer: B

**QUESTION 3**

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

A. Juniper

B. Avaya

C. Siemens - Unify

D. ZTE

E. Mitel

F. Brocade

G. Microsoft

H. HP

Correct Answer: BCGH

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**QUESTION 4**

When selling a Cisco Business Edition 6000 solution to a customer that plans to upgrade from an old voice collaboration solution which three important messages must you present to the customer? (Choose three.)

A. Cisco Business Edition 6000 supports all major operating systems and devices.

B. Cisco Business Edition 6000 lowers the collaboration solution costs and the costs of adding new users and functionalities.

C. Cisco Business Edition 6000 simplifies collaboration management by introducing a dedicated IT team that is focused only on the collaboration solution.

D. Cisco Business Edition 6000 reduces the risk of outdated technology and reduces dependency on service providers.

E. Adding additional collaboration applications can be done simply by adding additional Cisco UCS C-Series servers to the network.

F. Cisco Business Edition 6000 brings all collaboration functionalities on one single server.

Correct Answer: BDF

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**QUESTION 5**

Which definition is the best description of collaboration?

A. software and tools that enable teamwork

B. working together remotely

C. video and chat applications running via the Internet

D. people working together to reach a common goal

Correct Answer: A

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