

700-039^{Q&As}

Advanced Collaboration Architecture Sales Engineer

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QUESTION 1

Which two options are ways by which collaboration has impacted the government sector? (Choose two.)

- A. Improved safety and security
- B. Improved operations and impact
- C. Anytime, anywhere learning
- D. Growing loyalty
- E. Increased employee productivity

Correct Answer: AB

QUESTION 2

Which option provides sophisticated and distributed ACD, IVR, CTI, and agent and desktop services in a single server?

- A. Cisco Unified MeetingPlace
- B. Cisco Unified Customer Voice Portal
- C. Cisco Unified Contact Center Enterprise
- D. Cisco Unified Contact Center Express

Correct Answer: D

QUESTION 3

Where will an account manager find the largest source of case studies, whitepapers, demos, and vertical-oriented Information around Cisco Collaboration?

- A. Collaboration Use Case
- B. QuickStart for Cisco Collaboration
- C. Cisco Competitive Edge Portal
- D. Steps to Success
- E. Cisco Collaboration business case

Correct Answer: E

QUESTION 4

Which two options apply when you have a meeting with the telecommunications manager of an organization? (Choose two.)

- A. The telecommunications manager is concerned about how collaboration affects network management
- B. The telecommunications manager is exclusively concerned with day-to-day issues, such as reporting, security, reliability, training, and processes.
- C. The telecommunications manager could be resistant because the IT department gets authority over the new system.
- D. The telecommunications manager's major concern is the cost of the solution
- E. The telecommunications manager may have a long-standing relationship with a PBX competitor

Correct Answer: CE

QUESTION 5

Which three statements are benefits of a financial analysis? (Choose three.)

- A. It uses ROI measures that are always accepted by other stakeholders or the CFO.
- B. It increases the size of the deal and the potential services revenue
- C. It highlights strategic and tactical benefits.
- D. It requires minimal resources and is risk-free
- E. It encourages the customer to examine Cisco Unified Communications in more detail.
- F. It is a simple process and it can be completed in time, well within the sales cycle.

Correct Answer: BCE

QUESTION 6

Which two options are advantages of a Collaboration Architecture that are important from the Human Resource Manager's viewpoint? (Choose two.)

- A. 24-hour network support.
- B. Advanced collaboration tools improve upon ways in which corporations can enforce employee accountability.
- C. The corporation gains increased redundancy in the communications network
- D. Emergency response is improved upon, which results in a safer work environment
- E. Advanced collaboration applications provide multiple communication channels through which employees can communicate with one another.

Correct Answer: BD

QUESTION 7

Which list of the steps of migration is in the correct sequence?

- A. Deploy Cisco Unified Communications service, deploy UC to the remote sites, deploy UC at the central site, deploy UC-ready IP infrastructure
- B. Deploy UC-ready IP infrastructure, deploy Cisco Unified Communications service, deploy UC at the central site, deploy UC to the remote sites
- C. Deploy UC-ready IP infrastructure, deploy Cisco Unified Communications service, deploy UC to the remote sites, deploy UC at the central site
- D. Deploy Cisco Unified Communications service, deploy UC-ready IP infrastructure, deploy UC to the remote sites, deploy UC at the central site

Correct Answer: B

QUESTION 8

Which feature in Cisco WebEx is the most important differentiator compared to other vendors in the collaboration technology?

- A. Cisco WebEx is always installed on-premises
- B. With an account, everyone can join Cisco WebEx meetings.
- C. Web conferencing service is delivered over a proprietary network, which is optimized for security, performance, and reliability.
- D. Cisco WebEx could be installed or collocated with Cisco Unified Communications Manager

Correct Answer: C

QUESTION 9

Which two are benefits of the Cisco Unified Communications Mobile Solutions? (Choose two)

- A. Ability to join Cisco WebEx meetings remotely with a variety of smart phones
- B. Implementing the Cisco Unified Wireless IP Phone 7925G-EX as a full-featured GSM phone
- C. Ability to keep mobile/cellular costs under control
- D. Ability to avoid all cellular charges
- E. Deployment simplicity

Correct Answer: AC

QUESTION 10

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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