

700-105^{Q&As}

Cisco Midsize Collaboration Solutions for Account Managers

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QUESTION 1

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- D. Cisco Business Edition 6000 reduces the risk of outdated technology and reduces dependency on service providers.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

QUESTION 2

Which four options are the main areas of Cisco Collaboration? (Choose four)

- A. virtual support
- B. flexibility
- C. conferencing
- D. customer collaboration
- E. unified communications
- F. social software
- G. collaboration endpoints
- H. voicemail

Correct Answer: BCEG

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 WebEx Messenger client

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

Correct Answer: C

QUESTION 4

Which three collaboration methods are addressed directly by Cisco Collaboration solutions? (Choose three.)

- A. dispersed workforce
- B. trust at a distance
- C. social media collaboration
- D. structured meetings
- E. team collaboration
- F. find and connect
- G. persistent chat

Correct Answer: ADF

QUESTION 5

Which two business impacts do Cisco collaborative technologies bring to employee innovation? (Choose two.)

- A. eliminating complexity and controlling costs
- B. increasing time to market
- C. enabling disparate teams to work together to solve problems
- D. eliminating sales cycle time
- E. enhancing communications with strategic partners and suppliers

Correct Answer: AE

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