

## 700-037<sup>Q&As</sup>

Advanced Collaboration Architecture Sales Specialist

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**QUESTION 1**

You are discussing unified communications applications with a customer. The same customer has also been approached by ShoreTel. The customer feels that the ShoreTel solution lacks complexity and is easy to use

Which response is best in this situation?

- A. Cisco continuously enhances interfaces to simplify system administration and provide ease-of- use
- B. The Cisco solution is complex, but Cisco has certified partners to provide practical advice and hands-on expertise
- C. Cisco provides a complete solution and superior applications, therefore the complexity increases
- D. Cisco provides a converged architecture that is simple and easy to use

Correct Answer: A

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**QUESTION 2**

Which two options are advantages of a Collaboration Architecture that are important from the Human Resource Managers 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. Advanced collaboration applications provide multiple communication channels through which employees can communicate with one another
- E. Emergency response is improved upon, which results in a safer work environment

Correct Answer: BE

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**QUESTION 3**

Which two are features of Cisco Unified Communications Manager Business Edition 6000? (Choose two.)

- A. It supports Cisco Unified Contact Center Express.
- B. It is backwards compatible, which means that it will run on old Cisco MCS hardware
- C. It runs on the Cisco MCS 7890 hardware.
- D. It unifies desk phone, wireless phone, IP phone, and instant messaging.
- E. It has capacity for 75 to 300 users and supports up to 10 sites

Correct Answer: AD

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## QUESTION 4

Which statement about Cisco WebEx Meeting Center is true?

- A. It is powered by Jabber XMPP and can be used for one-on-one or group chat and file transfers
- B. It is an award-winning flagship product that simulates a traditional live meeting in an online environment
- C. It displays life-size, remarkably clear video images, which provide a "face-to-face" meeting with remote customers, suppliers, and partners.
- D. It is fully scalable, is delivered entirely over the public Internet, and is optimized for security, performance, and reliability.

Correct Answer: B

Reference: [https://communities.cisco.com/servlet/JiveServlet/previewBody/24463-102-1-40812/WebEx\\_Meeting\\_Center\\_Overview.ppt](https://communities.cisco.com/servlet/JiveServlet/previewBody/24463-102-1-40812/WebEx_Meeting_Center_Overview.ppt)

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## QUESTION 5

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

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

Correct Answer: ABE

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