

700-037^{Q&As}

Advanced Collaboration Architecture Sales Specialist

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QUESTION 1

Which three statements about Cisco VCS are true? (Choose three.)

- A. It is available as a standalone appliance, but not as an application for virtual environments
- B. It offers interoperability with third-party unified communications. IP telephony networks, and VoIP and video systems.
- C. It simplifies session management and control of Cisco Telepresence conferences
- D. It facilitates business-to-business Cisco Telepresence and video communications as long as it is within firewall limits.
- E. It works with Cisco Unified Communications and VoIP solutions to provide an optimal user experience, regardless of location or device.
- F. It can be deployed as Cisco Telepresence Video Communication Server control for internal and external communication

Correct Answer: BCD

Reference: <http://www.cisco.com/en/US/products/ps11337/>

QUESTION 2

Which collaborative quoting platform gives an account manager the autonomy to make deals and quote decisions from within a single workspace?

- A. Cisco Partner Central
- B. Cisco Commerce Workspace
- C. Cisco Unified Communications Business Advisor
- D. Cisco Smart Business Roadmap

Correct Answer: C

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 FY2013
- C. Cisco Competitive Edge Portal
- D. Steps to Success
- E. Cisco Collaboration business case

Correct Answer: E

QUESTION 4

Which two options represent the critical concerns of a desktop application manager regarding Cisco Collaboration Architecture? (Choose two.)

- A. Implementing instant messaging can become a security threat How secure is your Collaboration application?
- B. I'm concerned about integration into our existing application infrastructure.
- C. Can your Collaboration application self-diagnose problems?
- D. I'm concerned about the reporting capabilities of your desktop collaboration application.
- E. Collaboration sounds sophisticated, but how does this support our sales force?

Correct Answer: AB

QUESTION 5

Which three options are benefits of Cisco Prime Collaboration? (Choose three)

- A. It enables comprehensive monitoring and diagnostics for Cisco Unified Communications and Cisco Telepresence systems.
- B. It provides historical reporting and trending on Collaboration business metrics.
- C. It verifies whether the network is secure and efficient.
- D. It enables automatic monitoring and repair of Cisco devices and software applications.
- E. It reduces the expertise needed to manage changes that occur when the network is operational
- F. It ensures consistent configurations by increasing the per-user configuration time

Correct Answer: ABE

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