



700-038^{Q&As}

Advanced Collaboration Architecture Field Engineer Exam

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QUESTION 1

Which option represents an organizational change objection?

- A. A migration is impossible without high costs or operational fallouts.
- B. We are expanding and acquiring new business. This is the wrong time to switch to collaboration.
- C. How can a collaboration architecture help reduce our operating expenses?
- D. How can we justify the fact that it is far more expensive than upgrading our existing solution?

Correct Answer: B

QUESTION 2

Which sequence of steps is correct for mapping business drivers with collaboration solutions?

- A. Ask questions; aggregate the business drivers; map business drivers with collaboration solutions; present collaboration solution.
- B. Ask questions; present collaboration solution; map business drivers with collaboration solutions; aggregate the business drivers.
- C. Ask questions; map business drivers with collaboration solutions; present collaboration solution; aggregate the business drivers.
- D. Ask questions; map business drivers with collaboration solutions; aggregate the business drivers; present collaboration solution.

Correct Answer: A

QUESTION 3

Which solution is most often presented in the healthcare vertical market?

- A. Mobile Warehouse Management
- B. Customer Retention
- C. Cisco Nurse Connect
- D. Energy Efficiency

Correct Answer: C



QUESTION 4

Which process makes use of the Cisco Installed Base Lifecycle Management (IBLM) initiative and transformative network approach?

- A. a high-level approach in analyzing the existing customer infrastructure
- B. a high-level approach in understanding the customer business model
- C. a detailed approach in understanding the customer business model
- D. a detailed approach in analyzing the existing customer infrastructure

Correct Answer: D

QUESTION 5

Which option leads to the development of high-level and detailed customer designs?

- A. mapping collaboration maps with the Cisco Collaboration Architecture solutions
- B. mapping collaboration maps with the customer's existing solutions
- C. mapping collaboration maps with the customer assessment procedure
- D. mapping collaboration maps with the customer business model

Correct Answer: A

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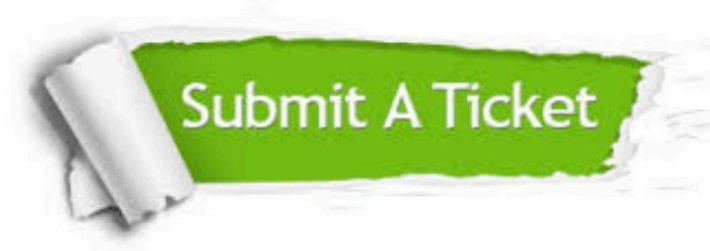
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