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Advanced Collaboration Architecture Field Engineer Exam

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QUESTION 1

Which activity belongs to mapping business requirements to Cisco Collaboration Architecture?

A. developing the high-level and detailed customer designs

B. applying the requirement to the Cisco architecture reference model

C. identifying items from the architecture that would be used, such as switches and routers

D. building the customer design

Correct Answer: A

QUESTION 2

Which two services are often led by Cisco? (Choose two.)

A. cloud services

B. hardware replacement services

C. software upgrade services

D. software-based services

E. maintenance services

Correct Answer: AD

QUESTION 3

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 4

Which three options are strengths of a business-focused CIO? (Choose three)

A. industry knowledge

B. cost control

C. governance

D. relationship building

E. service delivery

F. technical knowledge

Correct Answer: ACD

QUESTION 5

Which two questions represent market trend complexities for considering a new collaboration experience? (Choose two.)

A. How can we ensure that our employees are making the best use of all this information?

B. How do you deal with cultural and language differences, not to mention conference calls at all hours?

C. How can we make sure we and our employees are getting the information we need, when we need it?

D. How can we manage operational and capital costs in the face of increasing needs from the business?

E. How can we build customer intimacy when we have so many customers communicating with us?

Correct Answer: AD

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