



700-038^{Q&As}

Advanced Collaboration Architecture Field Engineer Exam

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QUESTION 1

Which two options are business requirements in the public sector vertical market? (Choose two.)

- A. creating rich opportunities for effective collaboration and learning
- B. transforming customer experience
- C. increasing employee productivity
- D. supporting mobile environment
- E. increasing revenue

Correct Answer: AD

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

Services are creating additional revenue. In which way can Cisco partners benefit from offering a wide range of collaboration-related services?

- A. Increase their revenues by selling a full range of Cisco collaboration services.
- B. Offer Cisco and partner-provided services that support customers and improve their market differentiation, thus increasing their revenues.
- C. Offer a full range of Cisco services delivered through Cisco Advanced Services and increase revenue by sales commission.
- D. Get Cisco Collaboration ATP certification to be allowed to deliver additional services and increase their revenues.



Correct Answer: C

QUESTION 4

What is the outcome of mapping the collaboration maps to the Cisco Collaboration Architecture?

- A. identify which elements of the Cisco solutions are needed to build an architectural roadmap for customer requirements
- B. identify the starting point of an architecture roadmap
- C. identify sources for additional revenue
- D. identify the completion of an architecture roadmap

Correct Answer: A

QUESTION 5

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

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