

700-039^{Q&As}

Advanced Collaboration Architecture Sales Engineer

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QUESTION 1

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

- A. It enables automatic monitoring and repair of Cisco devices and software applications.
- B. It enables comprehensive monitoring and diagnostics for Cisco Unified Communications and Cisco Telepresence systems.
- C. It provides historical reporting and trending on Collaboration business metrics.
- D. It verifies whether the network is secure and efficient.
- 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: BCE

QUESTION 2

The customer satisfaction index is an important business Key Performance Indicator Which building block of the business model references that KPI?

- A. Channels
- B. CRM
- C. Key activities
- D. Customer segments

Correct Answer: B

QUESTION 3

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

- A. Software-based services
- B. Software upgrade services
- C. Maintenance services
- D. Hardware replacement services
- E. Cloud services

Correct Answer: AE

QUESTION 4

Which two options are typically included in a Cisco Collaboration Architecture services proposal? (Choose two.)

- A. Competitive assessment
- B. Collaboration dashboard services
- C. End-user documentation services
- D. Compliance strategy consulting services
- E. Medianet-readiness assessment services

Correct Answer: AE

QUESTION 5

Which company stakeholder may ask questions relating to improving resource efficiency while maintaining regulatory compliance during evaluation of a new architecture or strategy?

- A. Chief Financial Officer
- B. Chief Information Officer
- C. Chief Executive Officer
- D. Vice President

Correct Answer: B

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