

700-039^{Q&As}

Advanced Collaboration Architecture Sales Engineer

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QUESTION 1

Mobile workers and teleworkers do not have direct access to coworkers, but they must engage with them regularly. Which three collaboration tools benefit these workers? (Choose three.)

- A. Cisco Video Conferencing
- B. Cisco Unified Communications
- C. Cisco Unified Contact Center Express
- D. Cisco Emergency Responder
- E. Cisco Jabber

Correct Answer: ABE

QUESTION 2

Which statement describes the Cisco strategy for Cisco Telepresence?

- A. Cisco Telepresence is personal, single-purpose, and immersive.
- B. Cisco Telepresence is a pure, high-end videoconferencing solution.
- C. Cisco Telepresence is personal, multipurpose, and immersive.
- D. Cisco Telepresence is low-cost video for everyone, everywhere.

Correct Answer: C

QUESTION 3

Which two collaboration strategies address today's business challenges? (Choose two.)

- A. Ensure the security of voicemail messages
- B. Establish a trust relationship and maintain customer intimacy at a distance
- C. Ensure an effective environment to store an increasing amount of input information
- D. Improve routine task automation with dedicated tools and systems
- E. Manage and support the blurring border between the work and personal worlds

Correct Answer: DE

QUESTION 4

Which of the following is the last step when mapping business requirements with Cisco Collaboration Architecture?

- A. Map business model elements with the value chain.
- B. Map important technical KPIs with customer process flow.
- C. Map collaboration maps (diagrams) with Cisco Collaboration Architecture
- D. Map process flow tasks with the collaboration map
- E. Map value chain and value network with Cisco Collaboration Architecture applications

Correct Answer: C

QUESTION 5

Which two reasons make the Cisco Collaboration Architecture important for the marketing manager? (Choose two.)

- A. The Cisco Collaboration Architecture provides real-time call detail records.
- B. Cisco Collaboration Architecture can support the sales force to achieve higher productivity.
- C. The marketing manager is interested in how the Cisco Collaboration Architecture will help provide a better corporate image.
- D. The Cisco Collaboration Architecture improves the means by which a company can stay in touch with customers.
- E. Transition to Collaboration Architecture is easier than transition to a closed, legacy system

Correct Answer: BD

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