

# 700-039<sup>Q&As</sup>

Advanced Collaboration Architecture Sales Engineer

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**QUESTION 1**

You are discussing unified communications applications with a customer. The same customer has also been approached by ShoreTel. The customer feels that the ShoreTel solution lacks complexity and is easy to use.

Which response is best in this situation?

- A. Cisco provides a converged architecture that is simple and easy to use.
- B. Cisco provides a complete solution and superior applications, therefore the complexity increases.
- C. The Cisco solution is complex, but Cisco has certified partners to provide practical advice and hands-on expertise.
- D. Cisco continuously enhances interfaces to simplify system administration and provide ease-of- use.

Correct Answer: D

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**QUESTION 2**

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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**QUESTION 3**

Which two options are advantages of a Collaboration Architecture that are important from the Human Resource Manager's viewpoint? (Choose two.)

- A. 24-hour network support.
- B. Advanced collaboration tools improve upon ways in which corporations can enforce employee accountability.
- C. The corporation gains increased redundancy in the communications network
- D. Emergency response is improved upon, which results in a safer work environment
- E. Advanced collaboration applications provide multiple communication channels through which employees can communicate with one another.

Correct Answer: BD

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## QUESTION 4

Which statement about Medianet is true?

- A. Medianet enables integration of video infrastructure with network infrastructure.
- B. Medianet enables Cisco Collaboration network management
- C. Medianet is an intelligent network that is optimized for rich media
- D. Medianet is the network infrastructure layer of video networks

Correct Answer: C

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## QUESTION 5

Which two customer statements present business ROI? (Choose two)

- A. With Cisco Collaboration, we can deploy Extension Mobility, which will allow employees to "touchdown" at any workspace
- B. With Cisco Collaboration, we will engage quicker with third-party suppliers and will shorten go-to-market time for innovative products globally
- C. A Cisco Collaboration Architecture will improve our company's morale
- D. Cisco Telepresence can integrate with our existing video infrastructure
- E. Cisco Collaboration helps us to increase the productivity of our sales force and to gain new revenue streams through new customers

Correct Answer: BE

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