

700-105^{Q&As}

Cisco Midsize Collaboration Solutions for Account Managers

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QUESTION 1

Which statement describes the key function provided by Cisco Spark?

- A. Cisco Spark makes it easier to find experts in your organization.
- B. Cisco Spark simplifies teamwork by sharing messages and files, and it lets you meet with different teams, all in one place.
- C. Cisco Spark is available on-premises and in the cloud.
- D. Cisco Spark can be integrated with Microsoft Lync.

Correct Answer: B

QUESTION 2

When selling a Cisco Business Edition 6000 solution to a customer that plans to upgrade from an old voice collaboration solution which three important messages must you present to the customer? (Choose three.)

- A. Cisco Business Edition 6000 supports all major operating systems and devices.
- B. Cisco Business Edition 6000 lowers the collaboration solution costs and the costs of adding new users and functionalities.
- C. Cisco Business Edition 6000 simplifies collaboration management by introducing a dedicated IT team that is focused only on the collaboration solution.
- D. Cisco Business Edition 6000 reduces the risk of outdated technology and reduces dependency on service providers.
- E. Adding additional collaboration applications can be done simply by adding additional Cisco UCS C-Series servers to the network.
- F. Cisco Business Edition 6000 brings all collaboration functionalities on one single server.

Correct Answer: BDF

QUESTION 3

Why is it important to understand the customer strategy and aligned initiatives early in the sales process?

- A. It enables you avoid derailing in IT conversations.
- B. It enables you to be more business relevant with Cisco technical solutions.
- C. It enables you to lock out the competition.
- D. It enables you to charge more for Cisco solutions.

Correct Answer: D

QUESTION 4

Which option is a key challenge for customers and their IT teams caused by the evolution of communication tools?

- A. skills of the IT teams
- B. keeping the organizational structure unchanged while adapting to new collaboration solutions
- C. fragmentation and complexity of collaboration tools
- D. time for implementation of collaboration hardware
- E. managing infrastructure that is not based on Cisco Collaboration
- F. costs of collaboration

Correct Answer: D

QUESTION 5

Which definition is the best description of collaboration?

- A. software and tools that enable teamwork
- B. working together remotely
- C. video and chat applications running via the Internet
- D. people working together to reach a common goal

Correct Answer: A

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