

700-039^{Q&As}

Advanced Collaboration Architecture Sales Engineer

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QUESTION 1

Which feature in Cisco WebEx is the most important differentiator compared to other vendors in the collaboration technology?

- A. Cisco WebEx is always installed on-premises
- B. With an account, everyone can join Cisco WebEx meetings.
- C. Web conferencing service is delivered over a proprietary network, which is optimized for security, performance, and reliability.
- D. Cisco WebEx could be installed or collocated with Cisco Unified Communications Manager

Correct Answer: C

QUESTION 2

Cisco supply chain agility solutions are addressing a crucial part within the manufacturing industry.

Which of the following is the main driver of that branch of industry?

- A. Adopt the supply chain to changing markets
- B. Achieve lower unit costs
- C. Achieve stronger competitive position in the marketplace
- D. Increase utilization of manufacturing plants
- E. Ensure quality standards to customers

Correct Answer: A

QUESTION 3

Which option represents an organizational change objection?

- A. We are expanding and acquiring new business. This is the wrong time to switch to collaboration.
- B. How can we justify the fact that it is far more expensive than upgrading our existing solution?
- C. How can a collaboration architecture help reduce our operating expenses?
- D. A migration is impossible without high costs or operational fallouts.

Correct Answer: A

QUESTION 4

Which two statements indicate that the customer needs an infrastructure that can efficiently accommodate organizational changes? (Choose two.)

- A. We need technology to dictate and lead business processes.
- B. Collaboration applications must be flexible to quickly adapt to changes in user demand.
- C. Collaboration equipment must be deployed at several locations and data centers.
- D. The lifetime of any technology in our company is approximately two to three years
- E. Future success of our company depends on operational agility.

Correct Answer: BE

QUESTION 5

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 6

Which two of the following are concerns that an operations manager may have in making a decision on Cisco Collaboration? (Choose two.)

- A. Fast adoption of organizational changes
- B. Changing customer demands
- C. Reliability of the company infrastructure
- D. Go-to-market time of new products or services
- E. How to engage with external suppliers quickly

Correct Answer: AC

QUESTION 7

Which two options apply when you have a meeting with the telecommunications manager of an organization? (Choose two.)

- A. The telecommunications manager is concerned about how collaboration affects network management
- B. The telecommunications manager is exclusively concerned with day-to-day issues, such as reporting, security, reliability, training, and processes.
- C. The telecommunications manager could be resistant because the IT department gets authority over the new system.
- D. The telecommunications manager's major concern is the cost of the solution
- E. The telecommunications manager may have a long-standing relationship with a PBX competitor

Correct Answer: CE

QUESTION 8

Which three statements about the Cisco Voice Messaging portfolio are true? (Choose three.)

- A. Cisco Unity Express could be installed on a Cisco MCS server.
- B. Cisco Unity Express offers integrated autoattendant capabilities.
- C. Cisco Unity Express supports redundancy.
- D. Cisco Unity Express supports up to 500 mailboxes.
- E. Cisco Unity Connection supports up to 20,000 mailboxes per server.
- F. Cisco Unity Connection messaging access is only supported via IP phones and email clients.
- G. Cisco Unity Connection could be installed on a router.
- H. Cisco Unity is offered as an appliance running on Linux.

Correct Answer: BCE

QUESTION 9

Which two are features of Cisco Unified Communications Manager Business Edition 6000? (Choose two.)

- A. It unifies desk phone, wireless phone, IP phone, and instant messaging.
- B. It has capacity for 75 to 300 users and supports up to 10 sites
- C. It runs on the Cisco MCS 7890 hardware
- D. It is backwards compatible, which means that it will run on old Cisco MCS hardware.
- E. It supports Cisco Unified Contact Center Express.

Correct Answer: AE

QUESTION 10

Which two characteristics are differentiators for the Cisco ISR router compared to the competition? (Choose two.)

- A. Decoupling the delivery of software from hardware on optional service modules
- B. Integration of WLAN access points
- C. Routes network traffic down alternative paths to avoid congestion, which switches cannot do
- D. Support of analog voice connections
- E. Operational simplicity through a single, universal Cisco IOS Software image. Services Ready Engine, EnergyWise innovations, and investment protection

Correct Answer: AE

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