



700-037^{Q&As}

Advanced Collaboration Architecture Sales Specialist

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QUESTION 1

Which three statements about Cisco Unified Communications Manager are true? (Choose three.)

- A. It supports the full range of collaboration services only on Cisco devices
- B. It supports the full range of collaboration services on Cisco and third-party devices.
- C. It is used only to support voice routing and calling
- D. It replaces the analog technology of PBX with a centralized IP-based communications infrastructure.
- E. It is at the center of the Cisco collaboration architecture.
- F. It combines the analog technology of PBX with a centralized IP-based communications infrastructure.

Correct Answer: BDE

QUESTION 2

Which three roles belong to an informal buying center that the account manager must be aware of? (Choose three)

- A. Gatekeeper
- B. Partner
- C. Initiator
- D. Seller
- E. Buyer
- F. Dealer

Correct Answer: ACE

QUESTION 3

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



QUESTION 4

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

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

Correct Answer: BEF

QUESTION 5

Which option aligns licensing to these three key role-based licenses: Power User, Information Worker, and Officer Worker?

- A. Right-to-Use Licenses
- B. Cisco Unity Connection 9.0 Licensing
- C. Cisco Unified Workspace Licensing
- D. Device License Units

Correct Answer: C

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