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Advanced Collaboration Architecture Sales Specialist

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QUESTION 1

The Finance manager of an organization is concerned about switching their existing PBX to IP. Which response describes the value of the Collaboration Architecture?

A. Our solutions create a satisfied workforce, which results in higher productivity

B. Our competitors are sticking to PBX solution and are losing market share Collaboration is a risk-free approach

C. Collaboration Architecture is much more than just IP telephony. A fully-deployed solution optimizes business processes and enhances customer satisfaction.

D. Cisco and Cisco Partners have vast experience in smooth migration scenarios Deployment has no risks.

Correct Answer: C

QUESTION 2

Which three statements about Cisco VCS are true\\'? (Choose three.)

A. It is available as a standalone appliance, but not as an application for virtual environments

B. It offers interoperability with third-party unified communications. IP telephony networks, and VoIP and video systems.

C. It simplifies session management and control of Cisco Telepresence conferences

D. It facilitates business-to-business Cisco Telepresence and video communications as long as it is within firewall limits.

E. It works with Cisco Unified Communications and VoIP solutions to provide an optimal user experience, regardless of location or device.

F. It can be deployed as Cisco Telepresence Video Communication Server control for internal and external communication

Correct Answer: BCD

Reference: http://www.cisco.com/en/US/products/ps11337/

QUESTION 3

Who uses Cisco Show and Share and Cisco WebEx Social for gaining and sharing information?

A. Customer

B. Knowledge worker

C. Mobile worker and teleworker

D. Contact center agent

Correct Answer: C

Reference: http://www.cisco.com/en/US/prod/collateral/ps10680/ps10683/ps10668/ solution_overview_c22-698483.pdf

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QUESTION 4

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

Reference: http://www.sajeps.com/sw/common/custom/internet/custompage.asp? SWAPPID=74andSubPageID= 57259andtraffictype=Direct

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QUESTION 5

Which three statements about Alcatel Lucent is correct? (Choose three)

A. The Aura architecture is Alcatel Lucent\\'s flagship architecture that joins their Service Provider portfolio together

B. Alcatel Lucent is Cisco\\'s closest competitor in IP based telephone handsets and mobile communications applications

C. Alcatel Lucent is Cisco\\'s closest competitor in Market Share of Carrier Routing and Switching

D. Alcatel Lucent\\'s core product is Service Provider Edge Routing equipment

E. The High Leverage Network (HLN) is Alcatel Lucent\\'s flagship architecture that joins their Service Provider portfolio together

Correct Answer: CDE