700-037^{Q&As}

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Advanced Collaboration Architecture Sales Specialist

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QUESTION 1

Which two options are advantages of a Collaboration Architecture that are important from the Human Resource Managers 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. Advanced collaboration applications provide multiple communication channels through which employees can communicate with one another

E. Emergency response is improved upon, which results in a safer work environment

Correct Answer: BE

QUESTION 2

Which two are benefits of the Cisco Unified Communications Mobile Solutions? (Choose two)

A. Ability to join Cisco WebEx meetings remotely with a variety of smart phones

B. Implementing the Cisco Unified Wireless IP Phone 7925G-EX as a full-featured GSM phone

C. Ability to avoid all cellular charges

D. Deployment simplicity

E. Ability to keep mobile/cellular costs under control

Correct Answer: AE

QUESTION 3

Which three options are ways that customers benefit from the Cisco Technology Developer Program? (Choose three.)

A. Complete access to Cisco technologies and support resources

B. Faster, more successful deployments

C. Display the Cisco Compatible logo in association with their product offering

D. Exponentially expands the number and quality of rich, new business solutions

E. Opportunity to participate in Cisco research and development to develop next-generation Cisco Collaboration solutions

Correct Answer: CDE

Reference:

http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps11369/c22_728428_third_ party_apps.pdf

QUESTION 4

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. How to engage with external suppliers quickly

C. Reliability of the company infrastructure

D. Go-to-market time of new products or services

E. Changing customer demands

Correct Answer: AC

QUESTION 5

In which deployment model does the service provider host dedicated equipment within its network operations center for a predictable monthly cost?

A. Managed customer-premises

B. Equipment services

C. Fully hosted unified communications

D. Advanced services mode

E. Hybrid or blended model

Correct Answer: C

Reference:

http://www.cisco.com/en/US/prod/collateral/voicesw/custcosw/ps5693/ps11349/ccaas_brochure.p df (7th bulleted point on the page)