



700-037^{Q&As}

Advanced Collaboration Architecture Sales Specialist

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**QUESTION 1**

Which two options represent the critical concerns of a desktop application manager regarding Cisco Collaboration Architecture? (Choose two.)

- A. Implementing instant messaging can become a security threat How secure is your Collaboration application?
- B. I'm concerned about integration into our existing application infrastructure.
- C. Can your Collaboration application self-diagnose problems?
- D. I'm concerned about the reporting capabilities of your desktop collaboration application.
- E. Collaboration sounds sophisticated, but how does this support our sales force?

Correct Answer: AB

QUESTION 2

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

QUESTION 3

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 4

Which three statements describe Cisco Enterprise License Manager? (Choose three.)

- A. It is centralized and free, and it manages licenses across multiple clusters through license management, reporting, and compliance systems.
- B. It is an enterprise-wide management tool for all Cisco Collaboration licenses
- C. It is available in Professional, Standard, and Entry Editions
- D. It includes soft clients, applications server software, and licensing on a per-user basis
- E. It enables customers to see whether they require additional licenses and how the purchased licenses are utilized.

Correct Answer: ABE

QUESTION 5

Which digital signaling is correctly mapped to its functionality?

- A. T1 and E1 PRI - Uses the Q Signaling variation of the basic ISDN specification
- B. T1 FGD - Uses a single D channel to control multiple spans of T1s with only B channels option
- C. T1 CAS - Used widely in North America to connect to the PSTN or PBXs
- D. T1 PRI NFAS - Used to connect to the PSTN where caller ID is required and PRI is not an option

Correct Answer: C

Reference:

http://www.cisco.com/en/US/docs/voice_ip_comm/cucme/srnd/design/guide/gateway.html (see table 4-2)

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