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Advanced Collaboration Architecture Field Engineer Exam

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**QUESTION 1**

Which process makes use of the Cisco Installed Base Lifecycle Management (IBLM) initiative and transformative network approach?

- A. a high-level approach in analyzing the existing customer infrastructure
- B. a high-level approach in understanding the customer business model
- C. a detailed approach in understanding the customer business model
- D. a detailed approach in analyzing the existing customer infrastructure

Correct Answer: D

QUESTION 2

Retail businesses must act quickly in order to innovate, respond to changing market conditions, enhance customer service, and increase sales. Which option addresses this requirement?

- A. Cisco Lean Retail
- B. Cisco Connected Retail
- C. Cisco Employee Optimization
- D. Cisco Customer Experience Transformation
- E. Cisco Secure Store

Correct Answer: A

QUESTION 3

Which two options are business requirements in the public sector vertical market? (Choose two.)

- A. creating rich opportunities for effective collaboration and learning
- B. transforming customer experience
- C. increasing employee productivity
- D. supporting mobile environment
- E. increasing revenue

Correct Answer: AD



QUESTION 4

Which tool offers a blueprint for designing and deploying a full-service, comprehensive network to support business needs?

- A. Cisco Steps to Success
- B. Cisco Smart Business Roadmap
- C. Cisco Collaboration Use Case Tool
- D. Cisco Smart Business Architecture

Correct Answer: D

QUESTION 5

Which option represents an organizational change objection?

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

Correct Answer: B

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