



700-038^{Q&As}

Advanced Collaboration Architecture Field Engineer Exam

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QUESTION 1

Cisco Collaboration Architecture differentiates from other solutions in terms of a unified workspace that creates a unique user experience. What is the main need of end users that needs to be addressed?

- A. to have a centrally managed unified communication solution
- B. to build up the architecture on any platform
- C. to allow collaboration any time, on any device, and with any content
- D. to ensure that telepresence is a mandatory part of any Cisco Collaboration Architecture
- E. to establish appropriate security policies around collaboration applications

Correct Answer: C

QUESTION 2

The customer satisfaction index is an important business Key Performance Indicator Which building block of the business model references that KPI?

- A. customer segments
- B. key activities
- C. CRM
- D. channels

Correct Answer: C

QUESTION 3

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 4

Which two options are correct statements about the corporate value chain? (Choose two)

- A. The corporate value chain helps identify relevant departments but does not provide a link to the associated executives.
- B. The corporate value chain is a straight map to identify stakeholders within the customer's organization.
- C. The corporate value chain shows hierarchies or reporting lines that help identify whom to approach outside of the IT department.
- D. The corporate value chain is an organization chart that helps identify different departments and business process owners
- E. The corporate value chain and core processes help map the relevant departments to the customer's organizational chart.

Correct Answer: BC

QUESTION 5

Which three options are assessment types for gap analysis? (Choose three)

- A. outsourcing assessments
- B. architectural assessments
- C. operational assessments
- D. business assessments
- E. technology assessments
- F. virtualization assessments

Correct Answer: BCE

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