



# 700-038<sup>Q&As</sup>

Advanced Collaboration Architecture Field Engineer Exam

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### QUESTION 1

Which two services are often led by Cisco? (Choose two.)

- A. cloud services
- B. hardware replacement services
- C. software upgrade services
- D. software-based services
- E. maintenance services

Correct Answer: AD

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### QUESTION 2

Which activity belongs to mapping business requirements to Cisco Collaboration Architecture?

- A. developing the high-level and detailed customer designs
- B. applying the requirement to the Cisco architecture reference model
- C. identifying items from the architecture that would be used, such as switches and routers
- D. building the customer design

Correct Answer: A

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### QUESTION 3

Which two statements describe how Cisco Validated Designs help to build BOM faster"? (Choose two.)

- A. Cross-architectural aspects assist with proper design.
- B. They help a presales engineer to better understand a customer's business.
- C. They help to verify any BOM that is created.
- D. Cisco architects use Cisco Validated Designs to attach a network diagram to a BOM.
- E. Proven, tested designs ensure BOM will not change frequently

Correct Answer: AD

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#### QUESTION 4

Services are creating additional revenue. In which way can Cisco partners benefit from offering a wide range of collaboration-related services?

- A. Increase their revenues by selling a full range of Cisco collaboration services.
- B. Offer Cisco and partner-provided services that support customers and improve their market differentiation, thus increasing their revenues.
- C. Offer a full range of Cisco services delivered through Cisco Advanced Services and increase revenue by sales commission.
- D. Get Cisco Collaboration ATP certification to be allowed to deliver additional services and increase their revenues.

Correct Answer: C

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#### QUESTION 5

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

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