



700-039^{Q&As}

Advanced Collaboration Architecture Sales Engineer

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**QUESTION 1**

Which statement about Medianet is true?

- A. Medianet enables integration of video infrastructure with network infrastructure.
- B. Medianet enables Cisco Collaboration network management
- C. Medianet is an intelligent network that is optimized for rich media
- D. Medianet is the network infrastructure layer of video networks

Correct Answer: C

QUESTION 2

You are discussing Cisco Collaboration Architecture with the IT manager of an organization. Which three statements are effective responses that relate to the IT manager's concerns? (Choose three)

- A. Collaboration tools improve upon ways in which corporations can enforce employee accountability.
- B. The Collaboration Architecture, by design, ensures the highest availability.
- C. Improved collaboration tools improve the end-user experience and will make the IT manager more popular
- D. A centralized Collaboration Architecture deployment will ease management and save money.
- E. Initial costs may be higher, but comparing the Total Cost of Ownership over a five-year period will show that the Cisco product is less expensive.
- F. A fully-deployed Collaboration Architecture supports efficient training in a variety of ways

Correct Answer: BDE

QUESTION 3

Which three roles belong to an informal buying center that the account manager must be aware of? (Choose three)

- A. Dealer
- B. Gatekeeper
- C. Buyer
- D. Seller
- E. Initiator
- F. Partner

Correct Answer: BCE



QUESTION 4

Which two options apply when you have a meeting with the telecommunications manager of an organization? (Choose two.)

- A. The telecommunications manager is concerned about how collaboration affects network management
- B. The telecommunications manager is exclusively concerned with day-to-day issues, such as reporting, security, reliability, training, and processes.
- C. The telecommunications manager could be resistant because the IT department gets authority over the new system.
- D. The telecommunications manager's major concern is the cost of the solution
- E. The telecommunications manager may have a long-standing relationship with a PBX competitor

Correct Answer: CE

QUESTION 5

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 keep mobile/cellular costs under control
- D. Ability to avoid all cellular charges
- E. Deployment simplicity

Correct Answer: AC

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