



700-039^{Q&As}

Advanced Collaboration Architecture Sales Engineer

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**QUESTION 1**

Which three statements are benefits of a financial analysis? (Choose three.)

- A. It uses ROI measures that are always accepted by other stakeholders or the CFO.
- B. It increases the size of the deal and the potential services revenue
- C. It highlights strategic and tactical benefits.
- D. It requires minimal resources and is risk-free
- E. It encourages the customer to examine Cisco Unified Communications in more detail.
- F. It is a simple process and it can be completed in time, well within the sales cycle.

Correct Answer: BCE

QUESTION 2

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 3

Which three statements are reasons why customers consider Cisco as their collaboration solutions partner? (Choose three.)

- A. The Cisco collaboration portfolio is built on open standards and stands for collaboration interoperability.
- B. The Cisco collaboration portfolio is exclusive to software rather than hardware solutions.
- C. The Cisco collaboration portfolio is creatively designed with a single solution model that fits all customer choices.
- D. Cisco has the most comprehensive collaboration portfolio and flexible delivery model offerings in the market.
- E. Cisco is the market leader with the best-in-class telephony, conferencing, and video solutions.



F. The Cisco comprehensive and flexible collaboration portfolio is lowest-priced option when compared to competitors

Correct Answer: ADE

QUESTION 4

Which option provides sophisticated and distributed ACD, IVR, CTI, and agent and desktop services in a single server?

- A. Cisco Unified MeetingPlace
- B. Cisco Unified Customer Voice Portal
- C. Cisco Unified Contact Center Enterprise
- D. Cisco Unified Contact Center Express

Correct Answer: D

QUESTION 5

Which two statements about how PBX architectures compare to Cisco Unified Communications are true? (Choose two.)

- A. A PBX architecture offers advanced, integrated applications such as presence and integrated video.
- B. Cisco Unified Communications offers advanced, integrated applications such as presence and integrated video.
- C. Cisco Unified Communications provides historical reporting, unlike traditional PBXs.
- D. Cisco Unified Communications decreases costs of MACs
- E. A PBX offers increased security.

Correct Answer: BD

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