



700-039^{Q&As}

Advanced Collaboration Architecture Sales Engineer

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**QUESTION 1**

Which three statements describe Cisco Enterprise License Manager? (Choose three)

- A. It enables customers to see whether they require additional licenses and how the purchased licenses are utilized.
- B. It is centralized and free, and it manages licenses across multiple clusters through license management, reporting, and compliance systems.
- C. It includes soft clients, applications server software, and licensing on a per-user basis.
- D. It is available in Professional, Standard, and Entry Editions.
- E. It is an enterprise-wide management tool for all Cisco Collaboration licenses

Correct Answer: ABE

QUESTION 2

Which two characteristics are differentiators for the Cisco ISR router compared to the competition? (Choose two.)

- A. Decoupling the delivery of software from hardware on optional service modules
- B. Integration of WLAN access points
- C. Routes network traffic down alternative paths to avoid congestion, which switches cannot do
- D. Support of analog voice connections
- E. Operational simplicity through a single, universal Cisco IOS Software image. Services Ready Engine, EnergyWise innovations, and investment protection

Correct Answer: AE

QUESTION 3

Which two options represent the critical concerns of a desktop application manager regarding Cisco Collaboration Architecture? (Choose two.)

- A. Implementing instant messaging can become a security threat. How secure is your Collaboration application?
- B. I'm concerned about integration into our existing application infrastructure
- C. Can your Collaboration application self-diagnose problems?
- D. I'm concerned about the reporting capabilities of your desktop collaboration application
- E. Collaboration sounds sophisticated, but how does this support our sales force?

Correct Answer: AB



QUESTION 4

Which two of the following are reasons why it is important to clearly understand a customer's business model when preparing the Cisco Collaboration Architecture proposal for that customer? (Choose two.)

- A. It unveils the weaknesses of the customer's business model
- B. It defines CapEx and OpEx parameters for easier definition of value proposition.
- C. It presents how collaboration can increase efficiency and value creation.
- D. It helps to show how to improve ROI and TCO, and align them with Cisco Collaboration Architecture.
- E. It helps to link Cisco Collaboration Architecture directly to that business model

Correct Answer: CE

QUESTION 5

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

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