



# 700-104<sup>Q&As</sup>

Business Edition 6000 for Account Managers

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**QUESTION 1**

Which two statements are true about Cisco Validated Designs and Smart Business Architectures? (Choose two.)

- A. Cisco Smart Business Architecture is a blueprint for delivering the three Cisco architectures in a modular approach.
- B. Cisco Smart Business Architecture guides are available for enterprise-size deployments only.
- C. Cisco Validated Designs are end-to-end designs that are well-tested and fully documented.
- D. Cisco Validated Designs provide proven design solutions that include only Cisco products, thus ensuring single vendor solutions.

Correct Answer: AC

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**QUESTION 2**

Which server virtualization technology is used with Cisco Business Edition 6000 to support multiple applications running on the same physical server?

- A. Microsoft
- B. Citrix
- C. VMware
- D. Cisco

Correct Answer: C

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**QUESTION 3**

Which three midmarket business situations bring the best opportunities for Cisco business Edition 6000 implementation? (Choose three.)

- A. businesses with an existing IP-based PBX deployment
- B. businesses with an aged TDM phone system implementation
- C. businesses that recently merged with or were acquired by a large enterprise
- D. businesses with an existing phone system maintenance contract expiring
- E. businesses that are moving their headquarters office
- F. businesses that are changing their primary type of business

Correct Answer: ABC

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#### QUESTION 4

In which two ways does Cisco Business Edition 6000 deployment mitigate and reduce the business risk? (Choose two.)

- A. The end-to-end Cisco collaboration solution eliminates the risk of other vendor applications and devices not being supported.
- B. Cisco Jabber uses a consistent user interface on all devices. Changing devices does not impact user acceptance.
- C. Cisco Collaboration Architecture supports all major operating systems and devices, minimizing the risk of a device not being supported.
- D. Cisco proprietary communications protocols mitigate the risk of interoperability with other vendor collaboration devices.

Correct Answer: BC

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#### QUESTION 5

Which three of these are major management pain points in relation to collaboration? (Choose three.)

- A. Manage customers, partners, and employees with different cultural backgrounds
- B. Manage IT networks to follow rapidly changing technology
- C. Respond to rapidly changing market trends
- D. Manage working with virtual teams and different time zones
- E. Manage keeping organizational structure unchanged while adapting to new market trends

Correct Answer: BCD

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