



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

Business Edition 6000 for Account Managers

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### QUESTION 1

Which statement best describes the Cisco collaboration architecture?

- A. It is a collaboration framework designed to integrate the existing collaboration functionalities of a customer with Cisco network infrastructure.
- B. It is a collaboration framework designed to support the collaboration needs of a typical large enterprise.
- C. It is a flexible collaboration framework designed to support any customer and any user collaboration needs.
- D. It is a flexible network framework designed to enable integration with the collaboration requirements of a customer.

Correct Answer: A

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### QUESTION 2

Which application adds advanced video conferencing capabilities to Cisco Business Edition 6000?

- A. Cisco Unified Communications Manager
- B. Cisco Unified Communications Manager IM and Presence
- C. Cisco VCS
- D. Cisco Unity Connection

Correct Answer: C

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### QUESTION 3

Which three Cisco Unified Communications and Collaboration applications are part of a basic Cisco Business Edition bundle? (Choose three.)

- A. Cisco Unity Connection
- B. Cisco Unified Provisioning
- C. Manager Business Edition
- D. Cisco Unified Attendant Console
- E. Cisco Unified Communications Manager
- F. Cisco Unified Contact Center Express

Correct Answer: ABE

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### QUESTION 4



Where in the value chain do collaboration architecture solutions bring the highest value to businesses?

- A. In human resources management processes
- B. Infrastructure
- C. In logistics processes
- D. Within core business processes

Correct Answer: A

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#### QUESTION 5

Which three are Cisco differentiators when comparing with competitors in collaboration technology? (Choose three.)

- A. Cisco is a dominant leader in the collaboration industry, the only one with architectural vision.
- B. Only Cisco can provide a complete product and services portfolio for collaboration solutions.
- C. Unlike other competitors in unified communications, Cisco also delivers its own networking and data center solutions.
- D. Cisco works closely with an industry-leading network of partners and resellers and does not compete with them.
- E. Only Cisco can deliver integrated telepresence solutions.

Correct Answer: ACD

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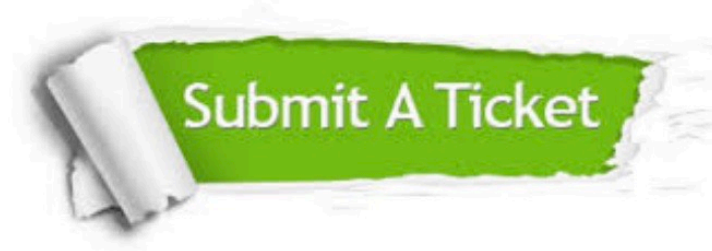
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