



700-037^{Q&As}

Advanced Collaboration Architecture Sales Specialist

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QUESTION 1

Which option aligns licensing to these three key role-based licenses: Power User, Information Work, and Officer Worker?

- A. Right-to-Use Licenses
- B. Cisco Unity Connection 9. 0 Licensing
- C. Cisco Unified Workspace Licensing
- D. Device License Units

Correct Answer: C

QUESTION 2

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

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

Correct Answer: BCF

QUESTION 3

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



Reference: [http://www.sajeps.com/sw/common/custom/internet/custompage.asp? SWAPPID=74andSubPageID=57259andtraffictype=Direct](http://www.sajeps.com/sw/common/custom/internet/custompage.asp?SWAPPID=74andSubPageID=57259andtraffictype=Direct)

QUESTION 4

Mobile workers and teleworkers do not have direct access to coworkers, but they must engage with them regularly.

Which three collaboration tools benefit these workers? (Choose three.)

- A. Cisco Jabber
- B. Cisco Video Conferencing
- C. Cisco Emergency Responder
- D. Cisco Unified Contact Center Express
- E. Cisco Unified Communications

Correct Answer: ABE

QUESTION 5

Which three statements about the Cisco Voice Messaging portfolio are true? (Choose three.)

- A. Cisco Unity Connection could be installed on a router.
- B. Cisco Unity Connection supports up to 20,000 mailboxes per server.
- C. Cisco Unity Express supports up to 500 mailboxes.
- D. Cisco Unity Express could be installed on a Cisco MCS server
- E. Cisco Unity Express supports redundancy.
- F. Cisco Unity Express offers integrated auto attendant capabilities
- G. Cisco Unity Connection messaging access is only supported via IP phones and email clients
- H. Cisco Unity is offered as an appliance running on Linux.

Correct Answer: BEF

QUESTION 6

Which three options are important selling points for Cisco against Microsoft? (Choose three.)

- A. Cisco better enables for mobility and deskless workers.
- B. Cisco is well respected and is the only serious choice in collaboration.



- C. Cisco Unified Presence can be integrated with Microsoft Office Communicator and Microsoft Lync.
- D. Cisco has the maturity both in technology development and empirical deployment to scale to the requirements of large enterprises.
- E. Cisco routers represent a competitive edge in remote offices.
- F. Cisco provides unparalleled value to the managed service provider.

Correct Answer: ACD

QUESTION 7

Which statement about Cisco WebEx Meeting Center is true?

- A. It is powered by Jabber XMPP and can be used for one-on-one or group chat and file transfers
- B. It is an award-winning flagship product that simulates a traditional live meeting in an online environment
- C. It displays life-size, remarkably clear video images, which provide a "face-to-face" meeting with remote customers, suppliers, and partners.
- D. It is fully scalable, is delivered entirely over the public Internet, and is optimized for security, performance, and reliability.

Correct Answer: B

Reference: https://communities.cisco.com/servlet/JiveServlet/previewBody/24463-102-1-40812/WebEx_Meeting_Center_Overview.ppt

QUESTION 8

In which layer of the Cisco Collaboration Architecture do you find session and content management?

- A. Endpoint device layer
- B. Collaboration applications layer
- C. Infrastructure layer
- D. Collaboration services layer

Correct Answer: D

QUESTION 9

Which statement correctly describes the features of the product?

- A. Cisco WebEx Meeting Center Quick response tools, high-quality video, support locations where Internet access is regulated



- B. Cisco WebEx Training Center: Visual attention indicator, integrated testing engine, breakout sessions
- C. Cisco WebEx Support Center: High-quality video, multisession interface, integrated testing engine
- D. Cisco Unified Meeting Place: Fully scalable, visual attention indicator, optimized for BYOD

Correct Answer: B

Reference: http://www.wbximg.com/includes/documents/data-sheets/TC_datasheet_Corporate.pdf

QUESTION 10

Which list of the steps of migration is in the correct sequence?

- A. Deploy Cisco Unified Communications service, deploy UC to the remote sites, deploy UC at the central site, deploy UC-ready IP infrastructure
- B. Deploy UC-ready IP infrastructure, deploy Cisco Unified Communications service, deploy UC at the central site, deploy UC to the remote sites
- C. Deploy Cisco Unified Communications service, deploy UC-ready IP infrastructure, deploy UC to the remote sites, deploy UC at the central site
- D. Deploy UC-ready IP infrastructure, deploy Cisco Unified Communications service, deploy UC to the remote sites, deploy UC at the central site

Correct Answer: D

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