



700-039^{Q&As}

Advanced Collaboration Architecture Sales Engineer

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QUESTION 1

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

Correct Answer: ABE

QUESTION 2

Which two reasons make the Cisco Collaboration Architecture important for the marketing manager? (Choose two.)

- A. The Cisco Collaboration Architecture provides real-time call detail records.
- B. Cisco Collaboration Architecture can support the sales force to achieve higher productivity.
- C. The marketing manager is interested in how the Cisco Collaboration Architecture will help provide a better corporate image.
- D. The Cisco Collaboration Architecture improves the means by which a company can stay in touch with customers.
- E. Transition to Collaboration Architecture is easier than transition to a closed, legacy system

Correct Answer: BD

QUESTION 3

Which three building blocks of the business model canvas help to achieve efficiency? (Choose three.)

- A. key partners
- B. key resources
- C. revenue streams
- D. channels
- E. cost structure
- F. customer segments

Correct Answer: ABE



QUESTION 4

Which two options are examples of partner services that involve addressing the culture of an organization so that collaboration applications are adopted more readily? (Choose two.)

- A. Development of collaboration maps
- B. Analysis of communication process workshops
- C. End-user education and training
- D. Application-readiness assessment
- E. Internal marketing

Correct Answer: CE

QUESTION 5

Which two options are typically included in a Cisco Collaboration Architecture services proposal? (Choose two.)

- A. Competitive assessment
- B. Collaboration dashboard services
- C. End-user documentation services
- D. Compliance strategy consulting services
- E. Medianet-readiness assessment services

Correct Answer: AE

QUESTION 6

Which option leads to the development of high-level and detailed customer designs?

- A. Mapping collaboration maps with the customer's existing solutions
- B. Mapping collaboration maps with the customer assessment procedure
- C. Mapping collaboration maps with the customer business model
- D. Mapping collaboration maps with the Cisco Collaboration Architecture solutions

Correct Answer: D

QUESTION 7



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 8

Which Cisco Telepresence product series exemplifies simple-to-use immersive collaboration?

- A. Profile Series
- B. EX Series
- C. MX Series
- D. TX Series

Correct Answer: D

QUESTION 9

Which two options are business requirements in the retail vertical market? (Choose two.)

- A. Supply chain agility
- B. Customer experience transformation
- C. Customer intimacy
- D. Increase employee productivity
- E. Collaborative customer experience

Correct Answer: AD

QUESTION 10

The customer satisfaction index is an important business Key Performance Indicator Which building block of the business model references that KPI?

- A. Channels



B. CRM

C. Key activities

D. Customer segments

Correct Answer: B

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