



700-037^{Q&As}

Advanced Collaboration Architecture Sales Specialist

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QUESTION 1

Which two statements about how PBX architectures compare to Cisco Unified Communications are true? (Choose two.)

- A. A PBX offers increased security.
- B. Cisco Unified Communications decreases costs of MACs
- C. Cisco Unified Communications provides historical reporting, unlike traditional PBXs
- D. Cisco Unified Communications offers advanced, integrated applications such as presence and integrated video.
- E. A PBX architecture offers advanced, integrated applications such as presence and integrated video

Correct Answer: BD

QUESTION 2

Which three statements are benefits of a financial analysis? (Choose three)

- A. It increases the size of the deal and the potential services revenue
- B. It encourages the customer to examine Cisco Unified Communications in more detail
- C. It is a simple process and it can be completed in time, well within the sales cycle.
- D. It requires minimal resources and is risk-free.
- E. It highlights strategic and tactical benefits.
- F. It uses ROI measures that are always accepted by other stakeholders or the CFO.

Correct Answer: ABE

QUESTION 3

Which collaborative quoting platform gives an account manager the autonomy to make deals and quote decisions from within a single workspace?

- A. Cisco Partner Central
- B. Cisco Commerce Workspace
- C. Cisco Unified Communications Business Advisor
- D. Cisco Smart Business Roadmap

Correct Answer: C



QUESTION 4

Which two customer statements present business ROI? (Choose two)

- A. Cisco Collaboration helps us to increase the productivity of our sales force and to gain new revenue streams through new customers
- B. Cisco Telepresence can integrate with our existing video infrastructure
- C. With Cisco Collaboration, we will engage quicker with third-party suppliers and will shorten go- to-market time for innovative products globally
- D. With Cisco Collaboration, we can deploy Extension Mobility, which will allow employees to "touchdown" at any workspace
- E. A Cisco Collaboration Architecture will improve our company\\'s morale

Correct Answer: AC

QUESTION 5

Which two options are advantages of a Collaboration Architecture that are important from the Human Resource Managers viewpoint? (Choose two.)

- A. 24-hour network support
- B. Advanced collaboration tools improve upon ways in which corporations can enforce employee accountability.
- C. The corporation gains increased redundancy in the communications network
- D. Advanced collaboration applications provide multiple communication channels through which employees can communicate with one another
- E. Emergency response is improved upon, which results in a safer work environment

Correct Answer: BE

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