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Advanced Collaboration Architecture Sales Specialist

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QUESTION 1

Which two options are differentiators of the Cisco Collaboration Architecture? (Choose two.)

A. Collaboration tools are set up all at once

B. Ability of Cisco to integrate with many other collaboration solutions

C. Integration of Cisco Presence into the solution

D. Business-to-business extensibility

E. Prestige of the solution

Correct Answer: BD

QUESTION 2

Which Cisco differentiator is correctly mapped to the Cisco solution?

A. Real-time voice and business video: Cisco WebEx Social includes Facebook-like features for blogging

B. Intercompany collaboration: The Cisco MXE 5600 offers high-definition videoconferencing with existing Cisco Telepresence units and other video-enabled devices.

C. Integrated experience: Cisco Show and Share offers a "YouTube for the Enterprise" that allows employees to share created content.

D. Interoperability: Cisco Unified Communications Manager Session Management interconnects PBXs to other businesses.

Correct Answer: C

Reference: http://www.cisco.com/E-Learning/quickstart/unified_communications_8/cdc_bulk/Additional_Resources/resources/Collaboration_Differentiators.pdf

QUESTION 3

Which feature in Cisco WebEx is the most important differentiator compared to other vendors in the collaboration technology?

A. Cisco WebEx is always installed on-premises.

B. With an account, everyone can join Cisco WebEx meetings

C. Web conferencing service is delivered over a proprietary network, which is optimized for security, performance, and reliability.

D. Cisco WebEx could be installed or collocated with Cisco Unified Communications Manager

Correct Answer: C

QUESTION 4

Which option describes the function of the applications and services layer of the Cisco Unified Communications system architecture?

A. It lays the foundation upon which all other layers are deployed

B. It monitors and manages the Cisco Unified Communications network and applications

C. It handles the processing and routing of calls throughout the system

D. It adds enhanced user features to the system

Correct Answer: D

Reference: http://www.cisco.com/en/US/docs/voice_ip_comm/cucm/srnd/8x/intro.html

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QUESTION 5

Which three options are benefits of Cisco Prime Collaboration\\'? (Choose three)

A. It enables comprehensive monitoring and diagnostics for Cisco Unified Communications and Cisco Telepresence systems.

B. It provides historical reporting and trending on Collaboration business metrics.

C. It verifies whether the network is secure and efficient.

D. It enables automatic monitoring and repair of Cisco devices and software applications.

E. It reduces the expertise needed to manage changes that occur when the network is operational

F. It ensures consistent configurations by increasing the per-user configuration time

Correct Answer: ABE

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