



700-037^{Q&As}

Advanced Collaboration Architecture Sales Specialist

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QUESTION 1

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

QUESTION 2

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

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

Correct Answer: AC

QUESTION 3

Which statement describes the Cisco strategy for Cisco Telepresence?

- A. Cisco Telepresence is a pure, high-end videoconferencing solution
- B. Cisco Telepresence is personal, multipurpose, and immersive.
- C. Cisco Telepresence is low-cost video for everyone, everywhere.
- D. Cisco Telepresence is personal, single-purpose, and immersive.

Correct Answer: B



QUESTION 4

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

QUESTION 5

Which two options represent the critical concerns of a desktop application manager regarding Cisco Collaboration Architecture? (Choose two.)

- A. Implementing instant messaging can become a security threat How secure is your Collaboration application?
- B. I'm concerned about integration into our existing application infrastructure.
- C. Can your Collaboration application self-diagnose problems?
- D. I'm concerned about the reporting capabilities of your desktop collaboration application.
- E. Collaboration sounds sophisticated, but how does this support our sales force?

Correct Answer: AB

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