



700-038^{Q&As}

Advanced Collaboration Architecture Field Engineer Exam

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QUESTION 1

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

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

Correct Answer: BCE

QUESTION 2

Which three options are assessment types for gap analysis? (Choose three)

- A. outsourcing assessments
- B. architectural assessments
- C. operational assessments
- D. business assessments
- E. technology assessments
- F. virtualization assessments

Correct Answer: BCE

QUESTION 3

Which option represents an organizational change objection?

- A. A migration is impossible without high costs or operational fallouts.
- B. We are expanding and acquiring new business. This is the wrong time to switch to collaboration.
- C. How can a collaboration architecture help reduce our operating expenses?
- D. How can we justify the fact that it is far more expensive than upgrading our existing solution?



Correct Answer: B

QUESTION 4

Once you define the customer's value chain, you will be able to identify departments managing core processes where the Cisco Collaboration Architecture will bring highest business value. Which two of the following departments typically manage core processes? (Choose two)

- A. Logistics and Operations
- B. Procurement
- C. Sales and Marketing
- D. HR Management
- E. Research and Development

Correct Answer: AC

QUESTION 5

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

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

Correct Answer: A

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