700-039^{Q&As}

Advanced Collaboration Architecture Sales Engineer

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QUESTION 1

Which statement is an important selling point for Cisco against Avaya?

A. Cisco has acquired more than 100 innovative companies.

B. Cisco can offer a complete end-to-end solution.

C. Cisco supports deskless workers.

D. Cisco is well respected and is the proven leader in collaboration.

Correct Answer: B

QUESTION 2

Which option represents an organizational change objection?

A. We are expanding and acquiring new business. This is the wrong time to switch to collaboration.

B. How can we justify the fact that it is far more expensive than upgrading our existing solution?

C. How can a collaboration architecture help reduce our operating expenses?

D. A migration is impossible without high costs or operational fallouts.

Correct Answer: A

QUESTION 3

Which two options are ways by which collaboration has impacted the government sector? (Choose two.)

A. Improved safety and security

B. Improved operations and impact

C. Anytime, anywhere learning

D. Growing loyalty

E. Increased employee productivity

Correct Answer: AB

QUESTION 4

Which three statements about the Cisco Voice Messaging portfolio are true? (Choose three.)

A. Cisco Unity Express could be installed on a Cisco MCS server.

B. Cisco Unity Express offers integrated autoattendant capabilities.

C. Cisco Unity Express supports redundancy.

D. Cisco Unity Express supports up to 500 mailboxes.

E. Cisco Unity Connection supports up to 20,000 mailboxes per server.

F. Cisco Unity Connection messaging access is only supported via IP phones and email clients.

G. Cisco Unity Connection could be installed on a router.

H. Cisco Unity is offered as an appliance running on Linux.

Correct Answer: BCE

QUESTION 5

Which option provides sophisticated and distributed ACD, IVR, CTI, and agent and desktop services in a single server?

A. Cisco Unified MeetingPlace

B. Cisco Unified Customer Voice Portal

C. Cisco Unified Contact Center Enterprise

D. Cisco Unified Contact Center Express

Correct Answer: D