



700-039^{Q&As}

Advanced Collaboration Architecture Sales Engineer

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QUESTION 1

Which two options are business requirements in the retail vertical market? (Choose two.)

- A. Supply chain agility
- B. Customer experience transformation
- C. Customer intimacy
- D. Increase employee productivity
- E. Collaborative customer experience

Correct Answer: AD

QUESTION 2

Which two are benefits of the Cisco Unified Communications Mobile Solutions? (Choose two)

- A. Ability to join Cisco WebEx meetings remotely with a variety of smart phones
- B. Implementing the Cisco Unified Wireless IP Phone 7925G-EX as a full-featured GSM phone
- C. Ability to keep mobile/cellular costs under control
- D. Ability to avoid all cellular charges
- E. Deployment simplicity

Correct Answer: AC

QUESTION 3

Which company stakeholder may ask questions relating to improving resource efficiency while maintaining regulatory compliance during evaluation of a new architecture or strategy?

- A. Chief Financial Officer
- B. Chief Information Officer
- C. Chief Executive Officer
- D. Vice President

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

Correct Answer: BC

QUESTION 5

Which statement about Cisco WebEx Meeting Center is true?

- A. It is fully scalable, is delivered entirely over the public internet, and is optimized for security, performance, and reliability.
- B. It is powered by Jabber XMPP and can be used for one-on-one or group chat and File transfers.
- C. It is an award-winning flagship product that simulates a traditional live meeting in an online environment.
- D. It displays life-size, remarkably clear video images, which provide a "face-to-face" meeting with remote customers, suppliers, and partners.

Correct Answer: C

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