



700-039^{Q&As}

Advanced Collaboration Architecture Sales Engineer

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QUESTION 1

Which two options are advantages of a Collaboration Architecture that are important from the Human Resource Manager's viewpoint? (Choose two.)

- A. 24-hour network support.
- B. Advanced collaboration tools improve upon ways in which corporations can enforce employee accountability.
- C. The corporation gains increased redundancy in the communications network
- D. Emergency response is improved upon, which results in a safer work environment
- E. Advanced collaboration applications provide multiple communication channels through which employees can communicate with one another.

Correct Answer: BD

QUESTION 2

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 3

Which sequence of steps is correct for mapping business drivers with collaboration solutions?

- A. Ask questions; present collaboration solution; map business drivers with collaboration solutions; aggregate the business drivers.
- B. Ask questions; map business drivers with collaboration solutions; aggregate the business drivers; present collaboration solution.
- C. Ask questions; map business drivers with collaboration solutions; present collaboration solution; aggregate the business drivers.
- D. Ask questions; aggregate the business drivers; map business drivers with collaboration solutions; present collaboration solution.

Correct Answer: D



QUESTION 4

What is the outcome of mapping the collaboration maps to the Cisco Collaboration Architecture?

- A. Identify the completion of an architecture roadmap
- B. Identify sources for additional revenue
- C. Identify the starting point of an architecture roadmap
- D. Identify which elements of the Cisco solutions are needed to build an architectural roadmap for customer requirements

Correct Answer: D

QUESTION 5

Which two statements describe how Cisco Validated Designs help to build BOM faster? (Choose two)

- A. They help a presales engineer to better understand a customer's business
- B. They help to verify any BOM that is created
- C. Cisco architects use Cisco Validated Designs to attach a network diagram to a BOM.
- D. Cross-architectural aspects assist with proper design.
- E. Proven, tested designs ensure BOM will not change frequently.

Correct Answer: DE

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