



# 700-104<sup>Q&As</sup>

Business Edition 6000 for Account Managers

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### QUESTION 1

Which statement best describes the Cisco collaboration architecture?

- A. It is a collaboration framework designed to integrate the existing collaboration functionalities of a customer with Cisco network infrastructure.
- B. It is a collaboration framework designed to support the collaboration needs of a typical large enterprise.
- C. It is a flexible collaboration framework designed to support any customer and any user collaboration needs.
- D. It is a flexible network framework designed to enable integration with the collaboration requirements of a customer.

Correct Answer: A

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### QUESTION 2

Which three of these are operational benefits of Cisco Business Edition 6000 virtualization? (Choose three.)

- A. time savings through easy platform management
- B. reduced risk through the Cisco open architectural approach
- C. multiple management platform support
- D. reduced costs through integrated management and scalable platform
- E. reduced costs through support for traditional TDM-based voice systems
- F. reduced risk through each application running on a separate physical server

Correct Answer: ABD

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### QUESTION 3

Which endpoints and clients are supported on applications that are included under the Cisco Business Edition 6000 umbrella?

- A. all Cisco voice and video endpoints except Cisco TelePresence room systems
- B. all Cisco voice and video endpoints except Cisco TelePresence EX Series and Cisco TelePresence EX Series and Cisco Telepresence room systems
- C. all Cisco voice and video endpoints except 802.11 Wi-Fi endpoints
- D. all Cisco voice and video endpoints

Correct Answer: C

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#### QUESTION 4

Which two business impacts do Cisco collaborative technologies bring into employee innovation? (Choose two.)

- A. scale workforce expertise with the organization
- B. reduce sales cycle time
- C. accelerate time to market
- D. unify the supply chain and partnerships
- E. reduce complexity and control costs

Correct Answer: AE

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#### QUESTION 5

Which four are Cisco competitors in the area of unified communications and collaboration? (Choose four.)

- A. HP
- B. Microsoft
- C. Brocade
- D. Alcatel-Lucent
- E. Juniper
- F. Siemens
- G. Avaya

Correct Answer: BDFG

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