



# 700-105<sup>Q&As</sup>

Cisco Midsize Collaboration Solutions for Account Managers

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### QUESTION 1

Which three Cisco Business Edition 6000 characteristics contribute to its business scalability? (Choose three.)

- A. business process optimization through better team collaboration
- B. high availability
- C. rapid return on investment
- D. increased agility and investment protection
- E. reduced carbon footprint
- F. server redundancy
- G. deployment flexibility with unified provisioning

Correct Answer: ACD

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### QUESTION 2

Which statement allows you to position the topic of collaboration meeting rooms with the customer?

- A. Cisco Collaboration Meeting Rooms is a validated design that defines the layout design, and technical requirements of Cisco Telepresence Video rooms.
- B. Cisco Collaboration Meeting Rooms is a video conferencing service. It couples WebEx Personal Rooms and the cloud-based WebEx Video Bridge into one, always-available meeting experience.
- C. Cisco Collaboration Meeting Rooms represent the video capabilities of Cisco Business Edition 6000 that enable video from any device.
- D. Cisco Collaboration Meeting Rooms is an on-premises service offering video to the enterprise across mobile, desktop, and room-based systems.

Correct Answer: B

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### QUESTION 3

Which Cisco online resource provides partners with the most comprehensive set of Cisco BE6000 sales materials that are aligned to the sales cycle?

- A. Cisco Selling Collab Portal
- B. Cisco Business Edition 6000 Product home page
- C. Cisco Promotions and Incentive
- D. Cisco BE6000 Partner Sales Guide



Correct Answer: A

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#### QUESTION 4

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

- A. eliminating complexity and controlling costs
- B. increasing time to market
- C. enabling disparate teams to work together to solve problems
- D. eliminating sales cycle time
- E. enhancing communications with strategic partners and suppliers

Correct Answer: AE

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#### QUESTION 5

Which description of the Cisco Collaboration architecture is true\?

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

Correct Answer: A

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