



700-105^{Q&As}

Cisco Midsize Collaboration Solutions for Account Managers

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QUESTION 1

Which licensing option gives the customer the highest value and best option to grow?

- A. Cisco UWL Enterprise
- B. Cisco UWL Standard
- C. Cisco UCL Professional
- D. Cisco UWL Professional

Correct Answer: D

QUESTION 2

Why is it important to understand the customer strategy and aligned initiatives early in the sales process?

- A. It enables you avoid derailing in IT conversations.
- B. It enables you to be more business relevant with Cisco technical solutions.
- C. It enables you to lock out the competition.
- D. It enables you to charge more for Cisco solutions.

Correct Answer: D

QUESTION 3

Which option is a key challenge for customers and their IT teams caused by the evolution of communication tools?

- A. skills of the IT teams
- B. keeping the organizational structure unchanged while adapting to new collaboration solutions
- C. fragmentation and complexity of collaboration tools
- D. time for implementation of collaboration hardware
- E. managing infrastructure that is not based on Cisco Collaboration
- F. costs of collaboration

Correct Answer: D

QUESTION 4

Which three collaboration methods are addressed directly by Cisco Collaboration solutions? (Choose three.)



- A. dispersed workforce
- B. trust at a distance
- C. social media collaboration
- D. structured meetings
- E. team collaboration
- F. find and connect
- G. persistent chat

Correct Answer: ADF

QUESTION 5

Which information is provided by the Cisco Partner Proposal Library?

- A. proposal templates
- B. technical descriptions
- C. Cisco pricelist
- D. FAQs for Cisco Business Edition 6000

Correct Answer: A

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