



700-105^{Q&As}

Cisco Midsize Collaboration Solutions for Account Managers

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QUESTION 1

How does Cisco Collaboration address the need for different endpoints?

- A. by introducing Cisco data center unified computing functionalities to support collaboration requirements.
- B. by offering various different phones
- C. with a consistent user experience regardless of the type or location of the endpoint
- D. by focusing on software clients only
- E) by enabling WebEx to support video

Correct Answer: C

QUESTION 2

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

QUESTION 3

What value does Cisco Business Edition 6000 bring to midmarket businesses?

- A. enhanced collaboration functionalities by adding only few additional servers
- B. affordable, advanced collaboration functionalities on a single server
- C. colocation with the existing telephony system
- D. adds video collaboration capabilities on top of the existing telephony system

Correct Answer: B

QUESTION 4

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 5

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

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