



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 O E) by enabling WebEx to support video

Correct Answer: C

QUESTION 2

Which option describes the endpoints that 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 room systems
- C. all Cisco voice and video endpoints except IEEE 802.11 Wi-Fi endpoints
- D. all Cisco voice and video endpoints

Correct Answer: D

QUESTION 3

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 4

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



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- 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

QUESTION 5

In which two ways does Cisco Business Edition 6000 deployment mitigate and reduce business risk? (Choose two.)

- A. Cisco proprietary communications protocols mitigate the risk of interoperability with other collaboration devices from other vendors.
- B. Cisco Collaboration architecture supports all major operating systems and devices, which minimizes the risk of a device not being supported
- C. Cisco Jabber uses a consistent user interface on all devices. Change of devices does not impact user acceptance.
- D. End-to-end, the Cisco Collaboration solution eliminates the risk that the applications and devices of other vendors will not be supported.

Correct Answer: BC

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