



700-038^{Q&As}

Advanced Collaboration Architecture Field Engineer Exam

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QUESTION 1

Cisco Collaboration Architecture differentiates from other solutions in terms of a unified workspace that creates a unique user experience. What is the main need of end users that needs to be addressed?

- A. to have a centrally managed unified communication solution
- B. to build up the architecture on any platform
- C. to allow collaboration any time, on any device, and with any content
- D. to ensure that telepresence is a mandatory part of any Cisco Collaboration Architecture
- E. to establish appropriate security policies around collaboration applications

Correct Answer: C

QUESTION 2

Cisco supply chain agility solutions are addressing a crucial part within the manufacturing industry. Which of the following is the main driver of that branch of industry?

- A. achieve lower unit costs
- B. ensure quality standards to customers
- C. increase utilization of manufacturing plants
- D. achieve stronger competitive position in the marketplace
- E. adopt the supply chain to changing markets

Correct Answer: E

QUESTION 3

On which area does architectural assessments focus?

- A. key performance indicators
- B. operational gaps in the functional areas
- C. smart business architecture borderless networks, virtualization, and collaboration
- D. advanced technology, route, switch, security, and wireless

Correct Answer: C



QUESTION 4

Vertical-oriented support tools are important when positioning Cisco Collaboration Architecture into a specific industry. Where can you find resources that help you address verticals?

- A. Cisco Learning Store
- B. Cisco Partner Central, under Sell and Market Cisco
- C. Cisco's Steps to Success
- D. Cisco Partner Education Connection, under Collaboration Architectures

Correct Answer: B

QUESTION 5

Which three options are strengths of a business-focused CIO? (Choose three)

- A. industry knowledge
- B. cost control
- C. governance
- D. relationship building
- E. service delivery
- F. technical knowledge

Correct Answer: ACD

QUESTION 6

Which three options belong to primary activities that directly create value in a value chain model? (Choose three)

- A. research and development
- B. service
- C. operations
- D. procurement



E. inbound logistics

F. infrastructure

Correct Answer: BCE

QUESTION 7

Security plays an essential role in the Cisco Collaboration Architecture. In which layers of the Cisco Collaboration Architecture is security implemented?

- A. Cisco provides advanced security solutions in the infrastructure and collaboration services layers while the collaboration applications layer security is ensured by third-party solutions.
- B. Advanced Cisco security solutions are implemented in all layers of the Cisco Collaboration Architecture model.
- C. Cisco security solutions are integrated into the infrastructure layer and partially into the collaboration services layer.
- D. Security is implemented in all the layers except in the medianet services interface layer.

Correct Answer: A

QUESTION 8

Which three building blocks of the business model canvas help to achieve efficiency? (Choose three.)

- A. revenue streams
- B. key partners
- C. key resources
- D. channels
- E. cost structure
- F. customer segments

Correct Answer: BCE

QUESTION 9

Which of the following statements best describes the capability to enable any-to-any collaboration as one of the key Cisco collaboration differentiators?



- A. Enable people to collaborate securely using any suitable endpoint device to exchange information
- B. Enable a unique and effective collaboration workspace.
- C. Enable voice, video, Web, and customer care collaboration applications across different cloud deployment models.
- D. Enable seamless voice communication as standard for business communication.

Correct Answer: C

QUESTION 10

Which two questions represent market trend complexities for considering a new collaboration experience? (Choose two.)

- A. How can we ensure that our employees are making the best use of all this information?
- B. How do you deal with cultural and language differences, not to mention conference calls at all hours?
- C. How can we make sure we and our employees are getting the information we need, when we need it?
- D. How can we manage operational and capital costs in the face of increasing needs from the business?
- E. How can we build customer intimacy when we have so many customers communicating with us?

Correct Answer: AD

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