

700-037^{Q&As}

Advanced Collaboration Architecture Sales Specialist

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QUESTION 1

Which company stakeholder may ask questions relating to improving resource efficiency while maintaining regulatory compliance during evaluation of a new architecture or strategy?

- A. Chief Financial Officer
- B. Chief Information Officer
- C. Chief Executive Officer
- D. Vice President

Correct Answer: B

QUESTION 2

Which two reasons make the Cisco Collaboration Architecture important for the marketing manager? (Choose two.)

- A. Cisco Collaboration Architecture can support the sales force to achieve higher productivity.
- B. The marketing manager is interested in how the Cisco Collaboration Architecture will help provide a better corporate image.
- C. The Cisco Collaboration Architecture improves the means by which a company can stay in touch with customers.
- D. The Cisco Collaboration Architecture provides real-time call detail records
- E. Transition to Collaboration Architecture is easier than transition to a closed, legacy system

Correct Answer: AC

QUESTION 3

You are discussing Cisco Collaboration Architecture with the IT manager of an organization

Which three statements are effective responses that relate to the IT manager's concerns? (Choose three.)

- A. Improved collaboration tools improve the end-user experience and will make the IT manager more popular.
- B. Initial costs may be higher, but comparing the Total Cost of Ownership over a five-year period will show that the Cisco product is less expensive.
- C. A centralized Collaboration Architecture deployment will ease management and save money.
- D. A fully-deployed Collaboration Architecture supports efficient training in a variety of ways
- E. The Collaboration Architecture, by design, ensures the highest availability.
- F. Collaboration tools improve upon ways in which corporations can enforce employee accountability.

Correct Answer: BCE

QUESTION 4

Which two customer statements present business ROI? (Choose two)

- A. Cisco Collaboration helps us to increase the productivity of our sales force and to gain new revenue streams through new customers
- B. Cisco Telepresence can integrate with our existing video infrastructure
- C. With Cisco Collaboration, we will engage quicker with third-party suppliers and will shorten go- to-market time for innovative products globally
- D. With Cisco Collaboration, we can deploy Extension Mobility, which will allow employees to "touchdown" at any workspace
- E. A Cisco Collaboration Architecture will improve our company's morale

Correct Answer: AC

QUESTION 5

Which two options are advantages of a Collaboration Architecture that are important from the Human Resource Managers viewpoint? (Choose two.)

- A. 24-hour network support
- B. Advanced collaboration tools improve upon ways in which corporations can enforce employee accountability.
- C. The corporation gains increased redundancy in the communications network
- D. Advanced collaboration applications provide multiple communication channels through which employees can communicate with one another
- E. Emergency response is improved upon, which results in a safer work environment

Correct Answer: BE

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