700-037 ^{Q&As}

Advanced Collaboration Architecture Sales Specialist

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QUESTION 1

Which two collaboration strategies address today\\'s business challenges? (Choose two.)

A. Improve routine task automation with dedicated tools and systems

B. Establish a trust relationship and maintain customer intimacy at a distance.

C. Ensure an effective environment to store an increasing amount of input information

D. Ensure the security of voicemail messages.

E. Manage and support the blurring border between the work and personal worlds

Correct Answer: AE

QUESTION 2

Which two are features of Cisco Unified Communications Manager Business Edition 6000? (Choose two.)

A. It supports Cisco Unified Contact Center Express.

B. It is backwards compatible, which means that it will run on old Cisco MCS hardware

C. It runs on the Cisco MCS 7890 hardware.

D. It unifies desk phone, wireless phone. IP phone, and instant messaging.

E. It has capacity for 75 to 300 users and supports up to 10 sites

Correct Answer: AD

QUESTION 3

Which three options are ways that customers benefit from the Cisco Technology Developer Program? (Choose three.)

A. Complete access to Cisco technologies and support resources

B. Faster, more successful deployments

C. Display the Cisco Compatible logo in association with their product offering

D. Exponentially expands the number and quality of rich, new business solutions

E. Opportunity to participate in Cisco research and development to develop next-generation Cisco Collaboration solutions

Correct Answer: CDE

Reference:

http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps11369/c22_728428_third_ party_apps.pdf

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QUESTION 4

Which three statements about Cisco Unified Communications Manager are true? (Choose three.)

A. It supports the full range of collaboration services only on Cisco devices

B. It supports the full range of collaboration services on Cisco and third-party devices.

C. It is used only to support voice routing and calling

D. It replaces the analog technology of PBX with a centralized IP-based communications infrastructure.

E. It is at the center of the Cisco collaboration architecture.

F. It combines the analog technology of PBX with a centralized IP-based communications infrastructure.

Correct Answer: BDE

QUESTION 5

Which two options are differentiators of the Cisco Collaboration Architecture? (Choose two.)

A. Collaboration tools are set up all at once

B. Ability of Cisco to integrate with many other collaboration solutions

C. Integration of Cisco Presence into the solution

D. Business-to-business extensibility

E. Prestige of the solution

Correct Answer: BD

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