



700-104^{Q&As}

Business Edition 6000 for Account Managers

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QUESTION 1

Which four are Cisco competitors in the area of unified communications and collaboration? (Choose four.)

- A. HP
- B. Microsoft
- C. Brocade
- D. Alcatel-Lucent
- E. Juniper
- F. Siemens
- G. Avaya

Correct Answer: BDFG

QUESTION 2

Cisco Business Edition 6000 efficiently supports BYOD deployments. Which three top-of-mind business imperatives are related to BYOD? (Choose three.)

- A. work anywhere
- B. content and device explosion
- C. device flexibility
- D. cloud services
- E. complex deployments
- F. trust at a distance
- G. dispersed workforce

Correct Answer: ADG

QUESTION 3

In which three ways does Cisco accelerate the adoption of advanced collaboration tools? (Choose three.)

- A. With scalable collaboration deployment options
- B. By supporting business-to-business and business-to-customer collaboration capabilities
- C. With enhanced core network infrastructure functionalities



- D. By introducing Cisco data center unified computing functionalities to support collaboration requirements
- E. By enabling Cisco end-to-end collaboration deployments
- F. With cost-effective collaboration and business video solutions

Correct Answer: BEF

QUESTION 4

Management style is a key factor in effective collaboration. How does management style affect and help create a collaborative culture in an organization?

- A. It ensures higher quality and performance.
- B. It makes collaboration easy and natural.
- C. It stores information logically.
- D. It establishes collaboration as a corporate behaviour.

Correct Answer: B

QUESTION 5

Where in the value chain do collaboration architecture solutions bring the highest value to businesses?

- A. In human resources management processes
- B. Infrastructure
- C. In logistics processes
- D. Within core business processes

Correct Answer: A

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