

700-039^{Q&As}

Advanced Collaboration Architecture Sales Engineer

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QUESTION 1

Which three roles belong to an informal buying center that the account manager must be aware of? (Choose three)

- A. Dealer
- B. Gatekeeper
- C. Buyer
- D. Seller
- E. Initiator
- F. Partner

Correct Answer: BCE

QUESTION 2

The Finance manager of an organization is concerned about switching their existing PBX to IP. Which response describes the value of the Collaboration Architecture?

- A. Cisco and Cisco Partners have vast experience in smooth migration scenarios. Deployment has no risks
- B. Collaboration Architecture is much more than just IP telephony. A fully-deployed solution optimizes business processes and enhances customer satisfaction.
- C. Our competitors are sticking to PBX solution and are losing market share Collaboration is a risk-free approach.
- D. Our solutions create a satisfied workforce, which results in higher productivity.

Correct Answer: B

QUESTION 3

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 4

Which two options are typically included in a Cisco Collaboration Architecture services proposal? (Choose two.)

- A. Competitive assessment
- B. Collaboration dashboard services
- C. End-user documentation services
- D. Compliance strategy consulting services
- E. Medianet-readiness assessment services

Correct Answer: AE

QUESTION 5

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

- A. Service delivery
- B. Relationship building
- C. Governance
- D. Technical knowledge
- E. Cost control
- F. Industry knowledge

Correct Answer: BCF

QUESTION 6

Which option is a next-generation agent and supervisor desktop that offers a user-centric design to enhance customer care satisfaction along with a collaborative experience?

- A. Cisco WebEx
- B. Cisco SocialMiner
- C. Cisco Finesse
- D. Cisco Jabber

Correct Answer: C

QUESTION 7

Which three statements about the Cisco Voice Messaging portfolio are true? (Choose three.)

- A. Cisco Unity Express could be installed on a Cisco MCS server.
- B. Cisco Unity Express offers integrated autoattendant capabilities.
- C. Cisco Unity Express supports redundancy.
- D. Cisco Unity Express supports up to 500 mailboxes.
- E. Cisco Unity Connection supports up to 20,000 mailboxes per server.
- F. Cisco Unity Connection messaging access is only supported via IP phones and email clients.
- G. Cisco Unity Connection could be installed on a router.
- H. Cisco Unity is offered as an appliance running on Linux.

Correct Answer: BCE

QUESTION 8

Which three options are benefits of Cisco Prime Collaboration? (Choose three.)

- A. It enables automatic monitoring and repair of Cisco devices and software applications.
- B. It enables comprehensive monitoring and diagnostics for Cisco Unified Communications and Cisco Telepresence systems.
- C. It provides historical reporting and trending on Collaboration business metrics.
- D. It verifies whether the network is secure and efficient.
- E. It reduces the expertise needed to manage changes that occur when the network is operational.
- F. It ensures consistent configurations by increasing the per-user configuration time.

Correct Answer: BCE

QUESTION 9

Which two of the following are concerns that an operations manager may have in making a decision on Cisco Collaboration? (Choose two.)

- A. Fast adoption of organizational changes
- B. Changing customer demands
- C. Reliability of the company infrastructure
- D. Go-to-market time of new products or services
- E. How to engage with external suppliers quickly

Correct Answer: AC

QUESTION 10

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

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

Correct Answer: BE

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