Vendor: Cisco

Exam Code:700-037

Exam Name: Advanced Collaboration Architecture Sales Specialist

Version: Demo

QUESTION 1

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

A. Cisco Unity Connection could be installed on a router.

B. Cisco Unity Connection supports up to 20,000 mailboxes per server.

C. Cisco Unity Express supports up to 500 mailboxes.

D. Cisco Unity Express could be installed on a Cisco MCS server

E. Cisco Unity Express supports redundancy.

F. Cisco Unity Express offers integrated auto attendant capabilities

G. Cisco Unity Connection messaging access is only supported via IP phones and email clients

H. Cisco Unity is offered as an appliance running on Linux.

Correct Answer: BEF

QUESTION 2

Which statement is an important selling point for Cisco against Avaya?

A. Cisco is well respected and is the proven leader in collaboration.

B. Cisco supports deskless workers

C. Cisco can offer a complete end-to-end solution

D. Cisco has acquired more than 100 innovative companies.

Correct Answer: C

QUESTION 3

Which two statements about how PBX architectures compare to Cisco Unified Communications are true? (Choose two.)

A. A PBX offers increased security.

B. Cisco Unified Communications decreases costs of MACs

C. Cisco Unified Communications provides historical reporting, unlike traditional PBXs

D. Cisco Unified Communications offers advanced, integrated applications such as presence and integrated video.

E. A PBX architecture offers advanced, integrated applications such as presence and integrated video

Correct Answer: BD

QUESTION 4

Which three statements are benefits of a financial analysis? (Choose three)

A. It increases the size of the deal and the potential services revenue

B. It encourages the customer to examine Cisco Unified Communications in more detail

C. It is a simple process and it can be completed in time, well within the sales cycle.

D. It requires minimal resources and is risk-free.

E. It highlights strategic and tactical benefits.

F. It uses ROI measures that are always accepted by other stakeholders or the CFO.

Correct Answer: ABE

QUESTION 5

Which two options represent the critical concerns of a desktop application manager regarding Cisco Collaboration Architecture\\'? (Choose two.)

A. Implementing instant messaging can become a security threat How secure is your Collaboration application?

B. I\\'m concerned about integration into our existing application infrastructure.

C. Can your Collaboration application self-diagnose problems?

D. I\\'m concerned about the reporting capabilities of your desktop collaboration application.

E. Collaboration sounds sophisticated, but how does this support our sales force?

Correct Answer: AB

QUESTION 6

Which list of the steps of migration is in the correct sequence?

A. Deploy Cisco Unified Communications service, deploy UC to the remote sites, deploy UC at the central site, deploy UC-ready IP infrastructure

B. Deploy UC-ready IP infrastructure, deploy Cisco Unified Communications service, deploy UC at the central site, deploy UC to the remote sites

C. Deploy Cisco Unified Communications service, deploy UC-ready IP infrastructure, deploy UC to the remote sites, deploy UC at the central site

D. Deploy UC-ready IP infrastructure, deploy Cisco Unified Communications service, deploy UC to the remote sites,

deploy UC at the central site

Correct Answer: D

QUESTION 7

Which three statements about Cisco VCS are true\\'? (Choose three.)

A. It is available as a standalone appliance, but not as an application for virtual environments

B. It offers interoperability with third-party unified communications. IP telephony networks, and VoIP and video systems.

C. It simplifies session management and control of Cisco Telepresence conferences

D. It facilitates business-to-business Cisco Telepresence and video communications as long as it is within firewall limits.

E. It works with Cisco Unified Communications and VoIP solutions to provide an optimal user experience, regardless of location or device.

F. It can be deployed as Cisco Telepresence Video Communication Server control for internal and external communication

Correct Answer: BCD

Reference: http://www.cisco.com/en/US/products/ps11337/

QUESTION 8

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 9

Which statement correctly describes the features of the product?

A. Cisco WebEx Meeting Center Quick response tools, high-quality video, support locations where Internet access is regulated

B. Cisco WebEx Training Center: Visual attention indicator, integrated testing engine, breakout sessions

C. Cisco WebEx Support Center: High-quality video, multisession interface, integrated testing engine

D. Cisco Unified Meeting Place: Fully scalable, visual attention indicator, optimized for BYOD

Correct Answer: B

Reference: http://www.wbximg.com/includes/documents/data-sheets/TC_datasheet_Corporate.pdf

---

QUESTION 10

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

QUESTION 11

Mobile workers and teleworkers do not have direct access to coworkers, but they must engage with them regularly.

Which three collaboration tools benefit these workers\\'? (Choose three.)

A. Cisco Jabber

B. Cisco Video Conferencing

C. Cisco Emergency Responder

D. Cisco Unified Contact Center Express

E. Cisco Unified Communications

Correct Answer: ABE

QUESTION 12

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