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Vendor:Cisco

Exam Code:700-039

Exam Name:Advanced Collaboration Architecture
Sales Engineer

Version:Demo

QUESTION 1

Which feature in Cisco WebEx is the most important differentiator compared to other vendors in the collaboration technology?

- A. Cisco WebEx is always installed on-premises
- B. With an account, everyone can join Cisco WebEx meetings.
- C. Web conferencing service is delivered over a proprietary network, which is optimized for security, performance, and reliability.
- D. Cisco WebEx could be installed or collocated with Cisco Unified Communications Manager

Correct Answer: C

QUESTION 2

Which three statements are reasons why customers consider Cisco as their collaboration solutions partner? (Choose three.)

- A. The Cisco collaboration portfolio is built on open standards and stands for collaboration interoperability.
- B. The Cisco collaboration portfolio is exclusive to software rather than hardware solutions.
- C. The Cisco collaboration portfolio is creatively designed with a single solution model that fits all customer choices.
- D. Cisco has the most comprehensive collaboration portfolio and flexible delivery model offerings in the market.
- E. Cisco is the market leader with the best-in-class telephony, conferencing, and video solutions.
- F. The Cisco comprehensive and flexible collaboration portfolio is lowest-priced option when compared to competitors

Correct Answer: ADE

QUESTION 3

Which of the following deployment scenarios will be most suitable for a customer that requires full telephony feature transparency, requires high availability and has two sites with 3000 IP phones connected via a low-delay connection?

- A. Intermedia engine solution
- B. Multisite WAN with centralized call processing
- C. Multisite WAN with distributed call processing
- D. Clustering over the IP WAN

Correct Answer: D

QUESTION 4

Which option leads to the development of high-level and detailed customer designs?

- A. Mapping collaboration maps with the customer's existing solutions
- B. Mapping collaboration maps with the customer assessment procedure
- C. Mapping collaboration maps with the customer business model
- D. Mapping collaboration maps with the Cisco Collaboration Architecture solutions

Correct Answer: D

QUESTION 5

Which option provides sophisticated and distributed ACD, IVR, CTI, and agent and desktop services in a single server?

- A. Cisco Unified MeetingPlace
- B. Cisco Unified Customer Voice Portal
- C. Cisco Unified Contact Center Enterprise
- D. Cisco Unified Contact Center Express

Correct Answer: D

QUESTION 6

Which two services are often led by Cisco? (Choose two)

- A. Software-based services
- B. Software upgrade services
- C. Maintenance services
- D. Hardware replacement services
- E. Cloud services

Correct Answer: AE

QUESTION 7

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

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

- B. Cisco Unified Communications offers advanced, integrated applications such as presence and integrated video.
- C. Cisco Unified Communications provides historical reporting, unlike traditional PBXs.
- D. Cisco Unified Communications decreases costs of MACs
- E. A PBX offers increased security.

Correct Answer: BD

QUESTION 8

Which two of the following are reasons why it is important to clearly understand a customer's business model when preparing the Cisco Collaboration Architecture proposal for that customer? (Choose two.)

- A. It unveils the weaknesses of the customer's business model
- B. It defines CapEx and OpEx parameters for easier definition of value proposition.
- C. It presents how collaboration can increase efficiency and value creation.
- D. It helps to show how to improve ROI and TCO, and align them with Cisco Collaboration Architecture.
- E. It helps to link Cisco Collaboration Architecture directly to that business model

Correct Answer: CE

QUESTION 9

You are discussing unified communications applications with a customer. The same customer has also been approached by ShoreTel. The customer feels that the ShoreTel solution lacks complexity and is easy to use.

Which response is best in this situation?

- A. Cisco provides a converged architecture that is simple and easy to use.
- B. Cisco provides a complete solution and superior applications, therefore the complexity increases.
- C. The Cisco solution is complex, but Cisco has certified partners to provide practical advice and hands-on expertise.
- D. Cisco continuously enhances interfaces to simplify system administration and provide ease-of- use.

Correct Answer: D

QUESTION 10

Which two options are advantages of a Collaboration Architecture that are important from the Human Resource Manager's 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. Emergency response is improved upon, which results in a safer work environment
- E. Advanced collaboration applications provide multiple communication channels through which employees can communicate with one another.

Correct Answer: BD

QUESTION 11

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 12

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