700-037^{Q&As}

Advanced Collaboration Architecture Sales Specialist

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QUESTION 1

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 2

Which option describes the function of the applications and services layer of the Cisco Unified Communications system architecture?

A. It lays the foundation upon which all other layers are deployed

B. It monitors and manages the Cisco Unified Communications network and applications

C. It handles the processing and routing of calls throughout the system

D. It adds enhanced user features to the system

Correct Answer: D

Reference: http://www.cisco.com/en/US/docs/voice_ip_comm/cucm/srnd/8x/intro.html

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

QUESTION 4

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 5

Which two characteristics are differentiators for the Cisco ISR router compared to the competition? (Choose two.)

A. Decoupling the delivery of software from hardware on optional service modules

B. Integration of WLAN access points

C. Routes network traffic down alternative paths to avoid congestion, which switches cannot do

D. Support of analog voice connections

E. Operational simplicity through a single, universal Cisco IOS Software image. Services Ready Engine.EnergyWise innovations, and investment protection

Correct Answer: AE

Reference: http://www.sajeps.com/sw/common/custom/internet/custompage.asp? SWAPPID=74andSubPageID= 57259andtraffictype=Direct

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