



700-037^{Q&As}

Advanced Collaboration Architecture Sales Specialist

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QUESTION 1

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 2

Who uses Cisco Show and Share and Cisco WebEx Social for gaining and sharing information?

- A. Customer
- B. Knowledge worker
- C. Mobile worker and teleworker
- D. Contact center agent

Correct Answer: C

Reference: http://www.cisco.com/en/US/prod/collateral/ps10680/ps10683/ps10668/solution_overview_c22-698483.pdf

QUESTION 3

Which three statements about Alcatel Lucent is correct? (Choose three)

- A. The Aura architecture is Alcatel Lucent's flagship architecture that joins their Service Provider portfolio together
- B. Alcatel Lucent is Cisco's closest competitor in IP based telephone handsets and mobile communications applications
- C. Alcatel Lucent is Cisco's closest competitor in Market Share of Carrier Routing and Switching
- D. Alcatel Lucent's core product is Service Provider Edge Routing equipment
- E. The High Leverage Network (HLN) is Alcatel Lucent's flagship architecture that joins their Service Provider portfolio together

Correct Answer: CDE



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 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

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