



700-037^{Q&As}

Advanced Collaboration Architecture Sales Specialist

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QUESTION 1

Which option aligns licensing to these three key role-based licenses: Power User, Information Work, and Officer Worker?

- A. Right-to-Use Licenses
- B. Cisco Unity Connection 9. 0 Licensing
- C. Cisco Unified Workspace Licensing
- D. Device License Units

Correct Answer: C

QUESTION 2

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 3

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

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

Correct Answer: ACE



QUESTION 4

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

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

Correct Answer: A

Reference: http://www.cisco.com/en/US/prod/collateral/voicesw/custcosw/ps5693/ps1846/product_data_sheet_09186a008017ffaa.html (third para)

QUESTION 5

Which two are benefits of the Cisco Unified Communications Mobile Solutions? (Choose two)

- A. Ability to join Cisco WebEx meetings remotely with a variety of smart phones
- B. Implementing the Cisco Unified Wireless IP Phone 7925G-EX as a full-featured GSM phone
- C. Ability to avoid all cellular charges
- D. Deployment simplicity
- E. Ability to keep mobile/cellular costs under control

Correct Answer: AE

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