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Advanced Collaboration Architecture Field Engineer Exam

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QUESTION 1

Which three options are strengths of a business-focused CIO? (Choose three)

A. industry knowledge

B. cost control

C. governance

D. relationship building

E. service delivery

F. technical knowledge

Correct Answer: ACD

QUESTION 2

How can the Cisco collaboration services layer of Cisco Collaboration Architecture help managers to measure KPIs?

A. The Cisco collaboration services layer is a standalone element of Cisco Collaboration Architecture and delivers services that directly improve business KPIs

B. Cisco collaboration services and infrastructure layers compose Cisco Collaboration Architecture that improves technical KPIs.

C. The Cisco collaboration services layer delivers additional performance information to demonstrate increased business performance.

D. Conferencing, IP communications, telepresence, and other Cisco collaboration services deliver additional information to show the increased business performance.

Correct Answer: C

QUESTION 3

Which two options are typically included in a Cisco Collaboration Architecture services proposal? (Choose two.)

A. medianet-readiness assessment services

B. compliance strategy consulting services

C. collaboration dashboard services

D. Network security readiness assessment

E. end-user documentation services

Correct Answer: AD

QUESTION 4

Once you define the customer\\'s value chain, you will be able to identify departments managing core processes where the Cisco Collaboration Architecture will bring highest business value. Which two of the following departments typically manage core processes? (Choose two)

A. Logistics and Operations

B. Procurement

C. Sales and Marketing

D. HR Management

E. Research and Development

Correct Answer: AC

QUESTION 5

Services are creating additional revenue. In which way can Cisco partners benefit from offering a wide range of collaboration-related services?

A. Increase their revenues by selling a full range of Cisco collaboration services.

B. Offer Cisco and partner-provided services that support customers and improve their market differentiation, thus increasing their revenues.

C. Offer a full range of Cisco services delivered through Cisco Advanced Services and increase revenue by sales commission.

D. Get Cisco Collaboration ATP certification to be allowed to deliver additional services and increase their revenues.

Correct Answer: C

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