



# 700-038<sup>Q&As</sup>

Advanced Collaboration Architecture Field Engineer Exam

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### QUESTION 1

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

Correct Answer: BE

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### QUESTION 2

Cisco supply chain agility solutions are addressing a crucial part within the manufacturing industry. Which of the following is the main driver of that branch of industry?

- A. achieve lower unit costs
- B. ensure quality standards to customers
- C. increase utilization of manufacturing plants
- D. achieve stronger competitive position in the marketplace
- E. adopt the supply chain to changing markets

Correct Answer: E

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### QUESTION 3

Which two options are correct statements about the corporate value chain? (Choose two)

- A. The corporate value chain helps identify relevant departments but does not provide a link to the associated executives.
- B. The corporate value chain is a straight map to identify stakeholders within the customer's organization.
- C. The corporate value chain shows hierarchies or reporting lines that help identify whom to approach outside of the IT department.
- D. The corporate value chain is an organization chart that helps identify different departments and business process



owners

E. The corporate value chain and core processes help map the relevant departments to the customer's organizational chart.

Correct Answer: BC

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#### QUESTION 4

Which two tools and resources can most efficiently help you to shorten the time to prepare the BOM? (Choose two)

- A. Cisco Collaboration Architecture Validated Designs
- B. Cisco Collaboration Competitive Edge Portal
- C. Cisco Collaboration Architecture resources on PEC
- D. Cisco Unified Workspace Licensing tool
- E. Cisco Smart Business Architecture

Correct Answer: AE

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#### QUESTION 5

The customer satisfaction index is an important business Key Performance Indicator Which building block of the business model references that KPI?

- A. customer segments
- B. key activities
- C. CRM
- D. channels

Correct Answer: C

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