



700-038^{Q&As}

Advanced Collaboration Architecture Field Engineer Exam

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QUESTION 1

Which three building blocks of the business model canvas help to achieve efficiency? (Choose three.)

- A. revenue streams
- B. key partners
- C. key resources
- D. channels
- E. cost structure
- F. customer segments

Correct Answer: BCE

QUESTION 2

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

QUESTION 3

Which sequence of steps is correct for mapping business drivers with collaboration solutions?

- A. Ask questions; aggregate the business drivers; map business drivers with collaboration solutions; present collaboration solution.
- B. Ask questions; present collaboration solution; map business drivers with collaboration solutions; aggregate the business drivers.



C. Ask questions; map business drivers with collaboration solutions; present collaboration solution; aggregate the business drivers.

D. Ask questions; map business drivers with collaboration solutions; aggregate the business drivers; present collaboration solution.

Correct Answer: A

QUESTION 4

Which two options should you keep in mind when presenting a solution for the business side to the non-IT executives? (Choose two)

A. They need to know how the collaboration architecture will help achieve their strategic goals.

B. They need detailed information about the different layers of the future collaboration architecture.

C. They need to understand the applications and services that you have embedded in your architectural design.

D. They need information on how collaboration architecture will be deployed and serviced.

E. They need to know how the collaboration architecture will provide benefits and support their operational business.

Correct Answer: AE

QUESTION 5

In terms of collaboration, which elements of the typical workday does a properly implemented collaboration architecture affect?

A. processes, culture, and technology

B. making sure that technology fulfills the requirements and expectations

C. processes mapping to the technology and culture

D. behavioral change influencing the right solution

E. customer trust, technology and validated designs

Correct Answer: A



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