



700-039^{Q&As}

Advanced Collaboration Architecture Sales Engineer

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QUESTION 1

Which two customer statements present business ROI? (Choose two)

- A. With Cisco Collaboration, we can deploy Extension Mobility, which will allow employees to "touchdown" at any workspace
- B. With Cisco Collaboration, we will engage quicker with third-party suppliers and will shorten go-to-market time for innovative products globally
- C. A Cisco Collaboration Architecture will improve our company's morale
- D. Cisco Telepresence can integrate with our existing video infrastructure
- E. Cisco Collaboration helps us to increase the productivity of our sales force and to gain new revenue streams through new customers

Correct Answer: BE

QUESTION 2

Which two options are ways by which collaboration has impacted the government sector? (Choose two.)

- A. Improved safety and security
- B. Improved operations and impact
- C. Anytime, anywhere learning
- D. Growing loyalty
- E. Increased employee productivity

Correct Answer: AB

QUESTION 3

Where will an account manager find the largest source of case studies, whitepapers, demos, and vertical-oriented Information around Cisco Collaboration?

- A. Collaboration Use Case
- B. QuickStart for Cisco Collaboration
- C. Cisco Competitive Edge Portal
- D. Steps to Success
- E. Cisco Collaboration business case



Correct Answer: E

QUESTION 4

Which two options represent the critical concerns of a desktop application manager regarding Cisco Collaboration Architecture? (Choose two.)

- A. Implementing instant messaging can become a security threat. How secure is your Collaboration application?
- B. I'm concerned about integration into our existing application infrastructure
- C. Can your Collaboration application self-diagnose problems?
- D. I'm concerned about the reporting capabilities of your desktop collaboration application
- E. Collaboration sounds sophisticated, but how does this support our sales force?

Correct Answer: AB

QUESTION 5

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. Adopt the supply chain to changing markets
- B. Achieve lower unit costs
- C. Achieve stronger competitive position in the marketplace
- D. Increase utilization of manufacturing plants
- E. Ensure quality standards to customers

Correct Answer: A

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