



# 700-039<sup>Q&As</sup>

Advanced Collaboration Architecture Sales Engineer

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#### QUESTION 1

Which statement about Medianet is true?

- A. Medianet enables integration of video infrastructure with network infrastructure.
- B. Medianet enables Cisco Collaboration network management
- C. Medianet is an intelligent network that is optimized for rich media
- D. Medianet is the network infrastructure layer of video networks

Correct Answer: C

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#### QUESTION 2

In which layer of the Cisco Collaboration Architecture do you find session and content management?

- A. Collaboration applications layer
- B. Endpoint device layer
- C. Infrastructure layer
- D. Collaboration services layer

Correct Answer: D

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#### QUESTION 3

Which two statements describe how Cisco Validated Designs help to build BOM faster? (Choose two)

- A. They help a presales engineer to better understand a customer's business
- B. They help to verify any BOM that is created
- C. Cisco architects use Cisco Validated Designs to attach a network diagram to a BOM.
- D. Cross-architectural aspects assist with proper design.
- E. Proven, tested designs ensure BOM will not change frequently.

Correct Answer: DE

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#### QUESTION 4

Which two reasons make the Cisco Collaboration Architecture important for the marketing manager? (Choose two.)

- A. The Cisco Collaboration Architecture provides real-time call detail records.



- B. Cisco Collaboration Architecture can support the sales force to achieve higher productivity.
- C. The marketing manager is interested in how the Cisco Collaboration Architecture will help provide a better corporate image.
- D. The Cisco Collaboration Architecture improves the means by which a company can stay in touch with customers.
- E. Transition to Collaboration Architecture is easier than transition to a closed, legacy system

Correct Answer: BD

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#### QUESTION 5

Which option represents an organizational change objection?

- A. We are expanding and acquiring new business. This is the wrong time to switch to collaboration.
- B. How can we justify the fact that it is far more expensive than upgrading our existing solution?
- C. How can a collaboration architecture help reduce our operating expenses?
- D. A migration is impossible without high costs or operational fallouts.

Correct Answer: A

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