



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

Advanced Collaboration Architecture Sales Engineer

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### QUESTION 1

Which statement about Cisco WebEx Meeting Center is true?

- A. It is fully scalable, is delivered entirely over the public internet, and is optimized for security, performance, and reliability.
- B. It is powered by Jabber XMPP and can be used for one-on-one or group chat and File transfers.
- C. It is an award-winning flagship product that simulates a traditional live meeting in an online environment.
- D. It displays life-size, remarkably clear video images, which provide a "face-to-face" meeting with remote customers, suppliers, and partners.

Correct Answer: C

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### QUESTION 2

Which of the following is a main business requirement in the financial services industry?

- A. Reduce time to market for new innovative financial products
- B. Integration of financial trading applications at the desktop
- C. Customer retention
- D. High-performance trading
- E. Lower IT expenses through virtualization

Correct Answer: D

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### QUESTION 3

Which two characteristics are differentiators for the Cisco ISR router compared to the competition? (Choose two.)

- A. Decoupling the delivery of software from hardware on optional service modules
- B. Integration of WLAN access points
- C. Routes network traffic down alternative paths to avoid congestion, which switches cannot do
- D. Support of analog voice connections
- E. Operational simplicity through a single, universal Cisco IOS Software image. Services Ready Engine, EnergyWise innovations, and investment protection

Correct Answer: AE

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#### QUESTION 4

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

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

Correct Answer: ABE

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#### QUESTION 5

You are discussing unified communications applications with a customer. The same customer has also been approached by ShoreTel. The customer feels that the ShoreTel solution lacks complexity and is easy to use.

Which response is best in this situation?

- A. Cisco provides a converged architecture that is simple and easy to use.
- B. Cisco provides a complete solution and superior applications, therefore the complexity increases.
- C. The Cisco solution is complex, but Cisco has certified partners to provide practical advice and hands-on expertise.
- D. Cisco continuously enhances interfaces to simplify system administration and provide ease-of- use.

Correct Answer: D

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