



700-104^{Q&As}

Business Edition 6000 for Account Managers

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QUESTION 1

Which three of these are operational benefits of Cisco Business Edition 6000 virtualization? (Choose three.)

- A. time savings through easy platform management
- B. reduced risk through the Cisco open architectural approach
- C. multiple management platform support
- D. reduced costs through integrated management and scalable platform
- E. reduced costs through support for traditional TDM-based voice systems
- F. reduced risk through each application running on a separate physical server

Correct Answer: ABD

QUESTION 2

Which four application layers comprise the Cisco Collaboration Architecture? (Choose four.)

- A. Unified Access
- B. Unified Communications
- C. Unified Computing
- D. Customer Collaboration
- E. Collaboration Applications
- F. Cisco TelePresence

Correct Answer: BDEF

QUESTION 3

Management style is a key factor in effective collaboration. How does management style affect and help create a collaborative culture in an organization?

- A. It ensures higher quality and performance.
- B. It makes collaboration easy and natural.
- C. It stores information logically.
- D. It establishes collaboration as a corporate behaviour.

Correct Answer: B



QUESTION 4

In the Cisco Business Edition 6000 sales cycle, mapping the solution and its business benefits to the business initiatives is of essential importance. Where in the sales cycle does this mapping typically occur?

- A. when gathering information about the buying center and customer vision and strategy
- B. when proposing the Cisco Business Edition 6000 solution
- C. when identifying the potential customer risks
- D. when preparing the proposed Cisco Business Edition 6000 solution

Correct Answer: B

QUESTION 5

In which two ways does Cisco Business Edition 6000 deployment mitigate and reduce the business risk? (Choose two.)

- A. The end-to-end Cisco collaboration solution eliminates the risk of other vendor applications and devices not being supported.
- B. Cisco Jabber uses a consistent user interface on all devices. Changing devices does not impact user acceptance.
- C. Cisco Collaboration Architecture supports all major operating systems and devices, minimizing the risk of a device not being supported.
- D. Cisco proprietary communications protocols mitigate the risk of interoperability with other vendor collaboration devices.

Correct Answer: BC

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