



700-104^{Q&As}

Business Edition 6000 for Account Managers

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QUESTION 1

Where in the value chain do collaboration architecture solutions bring the highest value to businesses?

- A. In human resources management processes
- B. Infrastructure
- C. In logistics processes
- D. Within core business processes

Correct Answer: A

QUESTION 2

Which application adds advanced video conferencing capabilities to Cisco Business Edition 6000?

- A. Cisco Unified Communications Manager
- B. Cisco Unified Communications Manager IM and Presence
- C. Cisco VCS
- D. Cisco Unity Connection

Correct Answer: C

QUESTION 3

Which three of these are market trends that drive the need for an improved, more efficient collaboration experience? (Choose three.)

- A. automated order processing
- B. conducting business globally across several or all time zones
- C. effective HRM system
- D. work anywhere, anytime, any device
- E. inventory management
- F. cloud services and social media

Correct Answer: BDF

QUESTION 4



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 5

In which three ways does Cisco accelerate the adoption of advanced collaboration tools? (Choose three.)

- A. With scalable collaboration deployment options
- B. By supporting business-to-business and business-to-customer collaboration capabilities
- C. With enhanced core network infrastructure functionalities
- D. By introducing Cisco data center unified computing functionalities to support collaboration requirements
- E. By enabling Cisco end-to-end collaboration deployments
- F. With cost-effective collaboration and business video solutions

Correct Answer: BEF

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