



700-104^{Q&As}

Business Edition 6000 for Account Managers

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QUESTION 1

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 2

Which three are Cisco differentiators when comparing with competitors in collaboration technology? (Choose three.)

- A. Cisco is a dominant leader in the collaboration industry, the only one with architectural vision.
- B. Only Cisco can provide a complete product and services portfolio for collaboration solutions.
- C. Unlike other competitors in unified communications, Cisco also delivers its own networking and data center solutions.
- D. Cisco works closely with an industry-leading network of partners and resellers and does not compete with them.
- E. Only Cisco can deliver integrated telepresence solutions.

Correct Answer: ACD

QUESTION 3

Which statement best describes the Cisco collaboration architecture?

- A. It is a collaboration framework designed to integrate the existing collaboration functionalities of a customer with Cisco network infrastructure.
- B. It is a collaboration framework designed to support the collaboration needs of a typical large enterprise.
- C. It is a flexible collaboration framework designed to support any customer and any user collaboration needs.
- D. It is a flexible network framework designed to enable integration with the collaboration requirements of a customer.

Correct Answer: A



QUESTION 4

Which Cisco Unified Communications and Collaboration deployment option best fits the on- premises midmarket businesses with 500 to 1000 users?

- A. Cisco Hosted Collaboration Solutions
- B. Cisco Business Edition 3000
- C. Cisco WebEx Cloud
- D. Cisco Business Edition 6000

Correct Answer: D

Reference:

http://www.cisco.com/cisco/web/solutions/small_business/products/voice_confere_ncing/uc_manag_er_business_edition/index.html

QUESTION 5

Which three Cisco Unified Communications and Collaboration applications are part of a basic Cisco Business Edition bundle? (Choose three.)

- A. Cisco Unity Connection
- B. Cisco Unified Provisioning
- C. Manager Business Edition
- D. Cisco Unified Attendant Console
- E. Cisco Unified Communications Manager
- F. Cisco Unified Contact Center Express

Correct Answer: ABE

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