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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