



700-105^{Q&As}

Cisco Midsize Collaboration Solutions for Account Managers

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QUESTION 1

Which four options are the main areas of Cisco Collaboration? (Choose four)

- A. virtual support
- B. flexibility
- C. conferencing
- D. customer collaboration
- E. unified communications
- F. social software
- G. collaboration endpoints
- H. voicemail

Correct Answer: BCEG

QUESTION 2

Which three options are important functionalities of Cisco WebEx? (Choose three.)

- A. support for third-party platforms
- B. mobile, Windows, Mac, and TV clients
- C. storage space for documents
- D. high-definition audio and video
- E. document, application, and screen sharing
- F. on-premises, cloud, and hybrid deployment

Correct Answer: AEF

QUESTION 3

When selling a Cisco Business Edition 6000 solution to a customer that plans to upgrade from an old voice collaboration solution which three important messages must you present to the customer? (Choose three.)

- A. Cisco Business Edition 6000 supports all major operating systems and devices.
- B. Cisco Business Edition 6000 lowers the collaboration solution costs and the costs of adding new users and functionalities.
- C. Cisco Business Edition 6000 simplifies collaboration management by introducing a dedicated IT team that is focused



only on the collaboration solution.

D. Cisco Business Edition 6000 reduces the risk of outdated technology and reduces dependency on service providers.

E. Adding additional collaboration applications can be done simply by adding additional Cisco UCS C-Series servers to the network.

F. Cisco Business Edition 6000 brings all collaboration functionalities on one single server.

Correct Answer: BDF

QUESTION 4

Which four companies are the strongest Cisco competitors in the area of unified communications and collaboration? (Choose four)

A. Juniper

B. Avaya

C. Siemens - Unify

D. ZTE

E. Mitel

F. Brocade

G. Microsoft

H. HP

Correct Answer: BCGH

QUESTION 5

Why is it important to understand the customer strategy and aligned initiatives early in the sales process?

A. It enables you avoid derailing in IT conversations.

B. It enables you to be more business relevant with Cisco technical solutions.

C. It enables you to lock out the competition.

D. It enables you to charge more for Cisco solutions.

Correct Answer: D