



700-105^{Q&As}

Cisco Midsize Collaboration Solutions for Account Managers

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QUESTION 1

Which two business impacts do Cisco collaborative technologies bring to employee innovation? (Choose two.)

- A. eliminating complexity and controlling costs
- B. increasing time to market
- C. enabling disparate teams to work together to solve problems
- D. eliminating sales cycle time
- E. enhancing communications with strategic partners and suppliers

Correct Answer: AE

QUESTION 2

Which two operational benefits are provided by Cisco Business Edition 6000 virtualization? (Choose two.)

- A. reduced risk because each application runs on a separate physical server
- B. reduced costs through integrated management and a scalable platform
- C. time savings through easy platform management
- D. support for multiple management platforms
- E. reduced costs through support for traditional TDM-based voice systems

Correct Answer: BC

QUESTION 3

Which statement describes the key function provided by Cisco Spark?

- A. Cisco Spark makes it easier to find experts in your organization.
- B. Cisco Spark simplifies teamwork by sharing messages and files, and it lets you meet with different teams, all in one place.
- C. Cisco Spark is available on-premises and in the cloud.
- D. Cisco Spark can be integrated with Microsoft Lync.

Correct Answer: B

QUESTION 4



Which way for customers to engage is preferred?

- A. contact center
- B. web
- C. email
- D. anywhere, anytime, any device using multiple communication channels
- E. Cisco Telepresence

Correct Answer: D

QUESTION 5

How does Cisco Collaboration address the need for different endpoints?

- A. by introducing Cisco data center unified computing functionalities to support collaboration requirements.
- B. by offering various different phones
- C. with a consistent user experience regardless of the type or location of the endpoint
- D. by focusing on software clients only O E) by enabling WebEx to support video

Correct Answer: C

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