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Advanced Collaboration Architecture Sales Engineer

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QUESTION 1

You are discussing Cisco Collaboration Architecture with the IT manager of an organization. Which three statements are effective responses that relate to the IT manager\'s concerns? (Choose three)

A. Collaboration tools improve upon ways in which corporations can enforce employee accountability.

B. The Collaboration Architecture, by design, ensures the highest availability.

C. Improved collaboration tools improve the end-user experience and will make the IT manager more popular

D. A centralized Collaboration Architecture deployment will ease management and save money.

E. Initial costs may be higher, but comparing the Total Cost of Ownership over a five-year period will show that the Cisco product is less expensive.

F. A fully-deployed Collaboration Architecture supports efficient training in a variety of ways

Correct Answer: BDE

QUESTION 2

Which of the following is a main business requirement in the financial services industry?

A. Reduce time to market for new innovative financial products

B. Integration of financial trading applications at the desktop

C. Customer retention

D. High-performance trading

E. Lower IT expenses through virtualization

Correct Answer: D

QUESTION 3

Which two options are typically included in a Cisco Collaboration Architecture services proposal? (Choose two.)

A. Competitive assessment

B. Collaboration dashboard services

C. End-user documentation services

D. Compliance strategy consulting services

E. Medianet-readiness assessment services

Correct Answer: AE

QUESTION 4

What is the outcome of mapping the collaboration maps to the Cisco Collaboration Architecture?

A. Identify the completion of an architecture roadmap

B. Identify sources for additional revenue

C. Identify the starting point of an architecture roadmap

D. Identify which elements of the Cisco solutions are needed to build an architectural roadmap for customer requirements

Correct Answer: D

QUESTION 5

Which three statements describe Cisco Enterprise License Manager? (Choose three)

A. It enables customers to see whether they require additional licenses and how the purchased licenses are utilized.

B. It is centralized and free, and it manages licenses across multiple clusters through license management, reporting, and compliance systems.

C. It includes soft clients, applications server software, and licensing on a per-user basis.

D. It is available in Professional, Standard, and Entry Editions.

E. It is an enterprise-wide management tool for all Cisco Collaboration licenses

Correct Answer: ABE

QUESTION 6

Which three statements are reasons why customers consider Cisco as their collaboration solutions partner? (Choose three.)

A. The Cisco collaboration portfolio is built on open standards and stands for collaboration interoperability.

B. The Cisco collaboration portfolio is exclusive to software rather than hardware solutions.

C. The Cisco collaboration portfolio is creatively designed with a single solution model that fits all customer choices.

D. Cisco has the most comprehensive collaboration portfolio and flexible delivery model offerings in the market.

E. Cisco is the market leader with the best-in-class telephony, conferencing, and video solutions.

F. The Cisco comprehensive and flexible collaboration portfolio is lowest-priced option when compared to competitors

Correct Answer: ADE

QUESTION 7

Which feature in Cisco WebEx is the most important differentiator compared to other vendors in the collaboration technology?

A. Cisco WebEx is always installed on-premises

B. With an account, everyone can join Cisco WebEx meetings.

C. Web conferencing service is delivered over a proprietary network, which is optimized for security, performance, and reliability.

D. Cisco WebEx could be installed or collocated with Cisco Unified Communications Manager

Correct Answer: C

QUESTION 8

Which two options are advantages of a Collaboration Architecture that are important from the Human Resource Manager\\'s viewpoint? (Choose two.)

A. 24-hour network support.

B. Advanced collaboration tools improve upon ways in which corporations can enforce employee accountability.

C. The corporation gains increased redundancy in the communications network

D. Emergency response is improved upon, which results in a safer work environment

E. Advanced collaboration applications provide multiple communication channels through which employees can communicate with one another.

Correct Answer: BD

QUESTION 9

Which three options are assessment types for gap analysis? (Choose three.)

A. Architectural assessments

B. Operational assessments

C. Business assessments

D. Outsourcing assessments

E. Technology assessments

F. Virtualization assessments

Correct Answer: ABE

QUESTION 10

Which two are benefits of the Cisco Unified Communications Mobile Solutions? (Choose two)

A. Ability to join Cisco WebEx meetings remotely with a variety of smart phones

B. Implementing the Cisco Unified Wireless IP Phone 7925G-EX as a full-featured GSM phone

C. Ability to keep mobile/cellular costs under control

D. Ability to avoid all cellular charges

E. Deployment simplicity

Correct Answer: AC