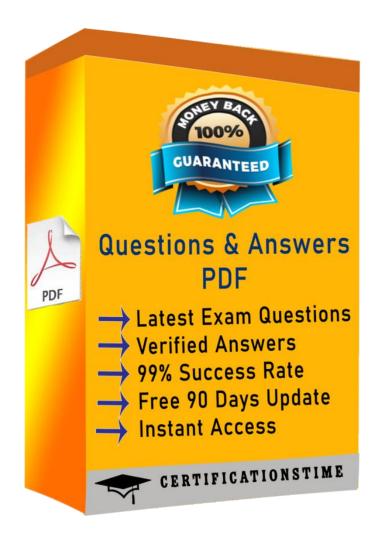




Exam Questions 700-105

Cisco Midsize Collaboration Solutions for Account Managers

https://certificationstime.com/





Question: 1

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

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

Answer: B, C

Question: 2

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

Answer: C

Question: 3

Which Cisco online resource provides partners with the most comprehensive set of Cisco BE6000 sales materials that are aligned to the sales cycle?

- A. Cisco Selling Collab Portal
- B. Cisco Business Edition 6000 Product home page
- C. Cisco Promotions and Incentive
- D. Cisco BE6000 Partner Sales Guide

Answer: A

QUESTION 4

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

Answer: AE

QUESTION 5

Which description of the Cisco Collaboration architecture is true'?

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

Answer: A

QUESTION 6

Which statement that compares Cisco and Microsoft collaboration solutions is true?

- A. Only Cisco offers an end-to-end collaboration solution that includes applications, endpoints, room systems, and infrastructure.
- B. Microsoft Lync is fre
- C. Licenses are included in other Microsoft bundles so no incremental costs are required to deploy the full collaboration solution.
- D. Only Cisco supports integration with third-party collaboration solutions.



E. Microsoft offers a complete solution including endpoints, business video, and soft client Answer: A

QUESTION 7

Which three collaboration methods are addressed directly by Cisco Collaboration solutions? (Choose three.)

- A. dispersed workforce
- B. trust at a distance
- C. social media collaboration
- D. structured meetings
- E. team collaboration
- F. find and connect
- G. persistent chat

Answer: ADF

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