



Visit and Download Full Version Certificationtime Exam Dumps  
<https://certificationtime.com/updated/700-105-exam-dumps-pdf/>



Cisco

Exam Questions 700-105

**Cisco Midsize Collaboration Solutions for Account  
Managers**

<https://certificationtime.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 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

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
- 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 free
- 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

#### Full Access

<https://certificationtime.com/updated/700-105-exam-dumps-pdf/>