Cisco

Exam 700-039

Advanced Collaboration Architecture Sales Engineer

Verson: Demo

[Total Questions: 10]

Question No : 1

Which three options are benefits of Cisco Prime Collaboration? (Choose three.)

A. It enables automatic monitoring and repair of Cisco devices and software applications.
B. It enables comprehensive monitoring and diagnostics for Cisco Unified Communications and Cisco Telepresence systems.
C. It provides historical reporting and trending on Collaboration business metrics.
D. It verifies whether the network is secure and efficient.
E. It reduces the expertise needed to manage changes that occur when the network is operational.
F. It ensures consistent configurations by increasing the per-user configuration time.

Answer: B,C,E

Question No : 2

Which option provides sophisticated and distributed ACD, IVR, CTI, and agent and desktop services in a single server?

A. Cisco Unified MeetingPlace
B. Cisco Unified Customer Voice Portal
C. Cisco Unified Contact Center Enterprise
D. Cisco Unified Contact Center Express

Answer: D

Question No : 3

Which two statements indicate that the customer needs an infrastructure that can efficiently accommodate organizational changes? (Choose two.)

A. We need technology to dictate and lead business processes.
B. Collaboration applications must be flexible to quickly adapt to changes in user demand.
C. Collaboration equipment must be deployed at several locations and data centers.
D. The lifetime of any technology in our company is approximately two to three years
E. Future success of our company depends on operational agility.

Answer: B,E

Question No : 4

Which digital signaling is correctly mapped to its functionality?

A. T1 PRI NFAS - Used to connect to the PSTN where caller ID is required and PRI is not an option
B. T1 CAS - Used widely in North America to connect to the PSTN or PBXs
C. T1 FGD - Uses a single D channel to control multiple spans of T1s with only B channels option
D. T1 and E1 PRI - Uses the Q Signaling variation of the basic ISDN specification

Answer: B

Question No : 5

Which three building blocks of the business model canvas help to achieve efficiency? (Choose three.)

A. key partners
B. key resources
C. revenue streams
D. channels
E. cost structure
F. customer segments

Answer: A,B,E

Question No : 6

The Finance manager of an organization is concerned about switching their existing PBX to IP. Which response describes the value of the Collaboration Architecture?

A. Cisco and Cisco Partners have vast experience in smooth migration scenarios. Deployment has no risks
B. Collaboration Architecture is much more than just IP telephony. A fully-deployed solution optimizes business processes and enhances customer satisfaction.

C. Our competitors are sticking to PBX solution and are losing market share Collaboration is a risk-free approach.
D. Our solutions create a satisfied workforce, which results in higher productivity.

Answer: B

Question No : 7

Once you define the customer's value chain, you will be able to identify departments managing core processes where the Cisco Collaboration Architecture will bring highest business value.

Which two of the following departments typically manage core processes? (Choose two.)

A. Procurement
B. Sales and Marketing
C. Logistics and Operations
D. HR Management
E. Research and Development

Answer: B,C

Question No : 8

Which statement about Cisco WebEx Meeting Center is true?

A. It is fully scalable, is delivered entirely over the public internet, and is optimized for security, performance, and reliability.
B. It is powered by Jabber XMPP and can be used for one-on-one or group chat and File transfers.
C. It is an award-winning flagship product that simulates a traditional live meeting in an online environment.
D. It displays life-size, remarkably clear video images, which provide a "face-to-face" meeting with remote customers, suppliers, and partners.

Answer: C

Question No : 9

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

Answer: C

Question No : 10

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

Answer: A,B,E