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650-369

Cisco

Advanced Collaboration Architecture Sales Engineer

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Exam Name:	Advanced Collaboration Architecture Sales Engineer		
Exam Type:	Cisco	Exam Code:	650-369
Certification	Architecture	Total Questions:	60

Question: 1
Which of the following is the last step when mapping business requirements with Cisco Collaboration Architecture?

A. Map collaboration maps (diagrams) with Cisco Collaboration Architecture.
B. Map process flow tasks with the collaboration map.
C. Map important technical KPIs with customer process flow.
D. Map value chain and value network with Cisco Collaboration Architecture applications.
E. Map business model elements with the value chain

Answer: A

Question: 2
Which two statements about on-premise collaboration solutions are true?(Choose two)

A. Meetings are delivered as a software-as–a-service.
B. The solutions provide low, predicable monthly costs.
C. Customers do not need large upfront investments.
D. There is no hardware to buy and no software to install.
E. These solutions facilitate cost savings in case of heavy usage.
F. Conferencing-related transport costs and service fees can be reduced.

Answer: E,F

Question: 3
Which Cisco Collaboration, we can roll out extension mobility and bring unified communications features to the mobile device.

A. Cisco TelePresence, as part of the collaboration architecture, will reduce travel costs for the management board.
B. Cisco Collaboration helps us to increase the productivity of our sales force and to gain new revenue streams through new customers.
C. Cisco Collaboration, we will engage quicker with third-party suppliers and will shorten go to market time for innovative products globally.

Answer: A,C

Question: 4
Where will an account manager find historical and current information about competitors around Cisco Collaboration?

A. The Cisco Quote Builder tool
B. Steps to Success
C. Quick Start Guide for Cisco Collaboration
D. Cisco competitive Edge Portal
E. Cisco Collaboration business case

Answer: D

Question: 5
Services are creating additional revenue. In which way can Cisco partners benefit from offering a wide range of collaboration-related services?

A. Increase their revenues by selling a full range of Cisco collaboration services.

B. Offer Cisco and partner-provided services that support customers and improve their market differentiation, thus increasing their revenues.
C. Get Cisco Collaboration ATP certification to be allowed to deliver additional services and increase revenue by sales commission.
D. Offer a full range of Cisco services delivered through Cisco Advanced Services and increase revenue by sales commission.

Answer: B

Question: 6
Which two of the following collaboration strategies address today's business challenges?(Choose two)

A. Improve routine task automation with dedicated tools and systems
B. Establish trust relationship and maintain customer intimacy at a distance
C. Ensure effective environment to store increasing amount of input information
D. Ensure closer in-person relationship with the customer
E. Effectively manage and support the blurring border between work and personal worlds

Answer: B,C

Question: 7
Vertical-oriented support tools are important when positioning Cisco Collaboration Architecture into a specific industry. Where can you find can you find resources that help you address verticals? Select exactly 1 answer(s) from the following:

A. Cisco Partner Central, under Sell & Market Cisco
B. Cisco's Steps to Success
C. Cisco Learning Store
D. Cisco Partner Education Connection, under Collaboration Architectures

Answer: B

Question: 8
Which of the following is the proper response to an IT manager objection about the security of a Cisco Collaboration Architecture? Select exactly 1 answer(s) from the following:

A. Security is an integral part of the Cisco Collaboration Architecture and is built into various components rather than as a separate layer of defense.
B. Total security is an illusion; every solution is vulnerable to a certain extent.
C. A single-vendor Cisco Collaboration Architecture is by nature more secure than a best-of-breed solution that integrates different systems.
D. Cisco uses third-party applications to secure collaboration solutions appropriately.

Answer: C

Question: 9
Which feature in Cisco WebEx is the most important differentiator compared to other vendor in the collaboration technology? Select exactly 1 answer(s) from the following:

A. Cisco WebEx is always installed on- premises.
B. With an account, everyone can join Cisco WebEx meetings.
C. Cisco WebEx could be installed or collocated with Cisco Unified Communications Manager.
D. Web conferencing service is delivered over a proprietary network, which is optimized for security, performance, and reliability.

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