

650-367

Cisco

Advanced Collaboration Architecture Sales Specialist

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Exam Name:	Advanced Collaboration Architecture Sales Specialist		
Exam Type:	Cisco	Exam Code:	650-367
Certification	Architecture	Total Questions:	49

Question: 1

Why is the financial manager an integral part of the decision-making process?

- A. Cisco TelePresence is personal, multipurpose, and immersive.
- B. Cisco TelePresence is a pure, high-end videoconferencing solution.
- C. Cisco TelePresence is low-cost video for everyone everywhere.
- D. Cisco TelePresence is personal, single-purpose, and immersive.

Answer: A

Question: 2

Which two of the following solutions are new with the Cisco Unified Communication 8.5 release? (Choose two)

- A. Cisco Enterprise Social Software
- B. Cisco Unified Integration for Microsoft Office Communicator
- C. Cisco Social Miner
- D. Cisco Media Capture Platform
- E. Cisco Visual Voicemail

Answer: A,E

Question: 3

Which of the following gateways would be most suitable for a customer who is supporting only same analog phones and fax machines?

- A. Cisco Catalyst 3750 Series Switch
- B. Cisco AS5800 Universal Gateway
- C. Cisco Unified Border Element
- D. Cisco VG200 Series Gateways

Answer: D

Question: 4

Your customer wants to offer Cisco Smart Care. Why is it important to have sophisticated management tools, such as Cisco Monitor Manager or Cisco Monitor Director, to offer this service?

- A. These management tools are suited to manage various service contracts from different customers.
- B. With sophisticated management tools, you can open cases at Cisco TAC.
- C. These management tools enable views into potential problems before they impact a customer's business.
- D. Cisco Smart Care is a responsive service.

Answer: C

Question: 5

In which two ways will a Cisco customer benefit from the Cisco Technology Developer Program? (Choose two)

- A. The customer will get immediate support from Cisco TAC.
- B. A company can display the Cisco Compatible logo in association with its product offering.
- C. The program provides three year of affordable technical support and software enhancements.

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