Vendor: Cisco

Exam Code: 650-369

Exam Name: Advanced Collaboration Architecture Sales Engineer Exam (PSACASE)

Version: DEMO

QUESTION 1
Which two tolls and resources can most efficiently help you to shorten the time to prepare the BOM? (Choose two.) Select exactly 2 answer(s) form the following:

A. Cisco Collaboration Architecture resources on PEC
B. Cisco Collaboration Architecture Validated Designs
C. Cisco Collaboration Competitive Edge Portal
D. Cisco Unified Workspace Licensing tool
E. Cisco Smart Business Architecture

Answer: BE

QUESTION 2
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? Select exactly 1 answer(s) from the following:

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

Answer: C

QUESTION 3
Which is collaboration such an important trend in the economy? Select exactly 1 answer(s) from the following:

A. It opens new opportunities in global trade by offering different communication and collaboration channels.
B. It efficiently connects suppliers with customers and raises customer satisfaction.
C. It can help reduce costs for communications globally.
D. It can help increase the productivity of those processes and jobs that cannot be automated.

Answer: D

QUESTION 4
In which way does the Cisco Collaboration Architecture influence the creation of a value network? Select exactly 1 answer(s0 from the following:

A. Effective collaboration between the supplier and customer in the value chain contributes to the quality of information exchange.
B. The network architecture that is established between organizations impacts the quality and performance of sharing services and goods in the value network.
C. The quality and performance of collaboration throughout the value network impacts effective information exchange between organizations.
D. The ineffectiveness of collaboration in value chain infuences effective information exchange in the organization.

Answer: C

QUESTION 5
Which application helps knowledge workers to gain and share information with others, inside and outside the organization? Select exactly 1 answer(s) from the following:

A. Cisco TelePresence presents project progress in front of the management board.
B. The Cisco Unified Computing System stores all project-based data and makes it available independent of time and location.
C. Cisco WebEx Connect is a platform for collaborating via IM and escalation to WebEx meetings.
D. Cisco Unified Mobility makes data available while not at the desk.

Answer: C

QUESTION 6
Which two of the following are the major concerns of a desktop application manager who deploys a Cisco solution? (Choose two) Select exactly 2 answer(s) from the following:

A. huge employee training efforts while rolling out new collaboration services from Cisco
B. how to connect a Cisco Collaboration Architecture to existing databases
C. security issues of the Cisco Collaboration applications
D. missing Cisco knowledge of the desktop application managers
E. integration with existing systems such as ERP or CRM

Answer: CD

QUESTION 7
When the telecommunication manager states that the existing digital phone system is delivering various features, what would be an appropriate answer? Select exactly 1 answer(s) from the following:

A. Cisco Collaboration is more than just telephony; it is an elevating solution that will change the way employees work and interact.
B. Cisco Collaboration supports voice networks for a much lower cost than the existing phone system.
C. Cisco Collaboration integrates the existing phone system seamlessly.

Answer: A

QUESTION 8
What is the single best set of benefits form a Cisco switched campus solution? Select exactly 1 answer(s) from the following:

A. Streamlined communications, customer responsiveness, and operational efficiency
B. Software-based routing capabilities and enhanced QoS
C. Network intelligence, enhanced QaS, borderless security, availability, resiliency
D. Intelligent network devices combined with integrated application modules

Answer: C

QUESTION 9
Which part of the ROI stack has the biggest impact on value creation? Select exactly 1 answer(s) from the following:

A. management ROI
B. communication ROI
C. business ROI
D. operational ROI
E. strategic ROI

Answer: C

QUESTION 10
Many tasks in an organization's processes require collaboration. Which two of the following will you need to uncover from the customer to evaluate the relevance and to properly position Cisco Collaboration Architecture? (Choose two.) Select exactly 2 answer(s) from the following:

A. available network bandwidth between core processes departments
B. importance of interaction to perform the task
C. persons that are performing these tasks
D. resources that are required to perform these tasks
E. type of information to be shared between involved parties

Answer: BD

Ensurepass.com Members Features:

1. Verified Answers researched by industry experts.
2. Q&As are downloadable in PDF and VCE format.
3. 98% success Guarantee and **Money Back** Guarantee.
4. Free updates for **180** Days.

View list of All Exam provided:

http://www.ensurepass.com/certfications?index=A

To purchase Lifetime Full Access Membership click here:

http://www.ensurepass.com/user/register

Valid Discount Code for 2014: SFOH-FZA0-7Q2S

To purchase the HOT Exams:

Cisco		CompTIA		Oracle	VMWare	IBM
100-101	640-554	220-801	LX0-101	1Z0-051	VCAD510	C2170-011
200-120	640-802	220-802	N10-005	1Z0-052	VCP510	C2180-319
300-206	640-816	BR0-002	SG0-001	1Z0-053	VCP550	C4030-670
300-207	640-822	CAS-001	SG1-001	1Z0-060	VCAC510	C4040-221
300-208	640-864	CLO-001	SK0-002	1Z0-474	VCP5-DCV	RedHat
350-018	642-467	ISS-001	SK0-003	1Z0-482	VCP510PSE	EX200
352-001	642-813	JK0-010	SY0-101	1Z0-485		EX300
400-101	642-902	JK0-801	SY0-301	1Z0-580		
640-461	700-302			1Z0-820		