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**Vendor:** Cisco

**Exam Code:** 700-037

**Exam Name:** Advanced Collaboration Architecture Sales  
Specialist

**Version:** DEMO

**QUESTION 1**

Which statement about Cisco WebEx Meeting Center is true?

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

**Answer:** D

**QUESTION 2**

Cisco Collaboration is expensive-This is a very common FUD statement. Which two are proven ways of handling this statement? (Choose two)

- A. Cisco is trusted for delivering quality and reliable world class solutions, support, and services, hence its collaboration solution is expensive
- B. Cisco is a proven vendor and its collaboration portfolio is very competitively priced when compared to similar vendors in the market
- C. Cisco collaboration might demand higher CAPEX but it is worthwhile since OPEX will be reduced significantly during the life cycle
- D. Cisco's end-to-end solution saves money through centralized management and enhanced scalability and flexibility
- E. Cisco has the most comprehensive collaboration portfolio and flexible delivery model offerings in the market at a the most affordable price

**Answer:** CD

**QUESTION 3**

Which two options are advantages of a Collaboration Architecture that are important from the Human Resource Managers viewpoint? (Choose two.)

- A. 24-hour network support
- B. Advanced collaboration tools improve upon ways in which corporations can enforce employee accountability.
- C. The corporation gains increased redundancy in the communications network
- D. Advanced collaboration applications provide multiple communication channels through which employees can communicate with one another
- E. Emergency response is improved upon, which results in a safer work environment

**Answer:** BE

**QUESTION 4**

Which three statements describe Cisco Enterprise License Manager? (Choose three.)

- A. It is centralized and free, and it manages licenses across multiple clusters through license management, reporting, and compliance systems.
- B. It is an enterprise-wide management tool for all Cisco Collaboration licenses
- C. It is available in Professional, Standard, and Entry Editions

- D. It includes soft clients, applications server software, and licensing on a per-user basis
- E. It enables customers to see whether they require additional licenses and how the purchased licenses are utilized.

**Answer:** ACD

**QUESTION 5**

Who uses Cisco Show and Share and Cisco WebEx Social for gaining and sharing information?

- A. Customer
- B. Knowledge worker
- C. Mobile worker and teleworker
- D. Contact center agent

**Answer:** C

**QUESTION 6**

Which company stakeholder is may ask questions relating to improving resource efficiency while maintaining regulatory compliance during evaluation of a new architecture or strategy?

- A. Chief Financial Officer
- B. Chief Information Officer
- C. Chief Executive Officer
- D. Vice President

**Answer:** B

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