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Cisco

Exam Questions 700-105
Cisco Midsize Collaboration Solutions for Account Managers

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NEW QUESTION 1
Which two statements about Cisco Validated Designs and Smart Business Architectures are true? (Choose two.)

A. Cisco Validated Designs provide proven design of solutions that include only Cisco products and thus ensure single-vendor solutions.
B. Cisco Validated Designs are end-to-end designs that are well-tested and fully documented.
C. Smart Business Architecture guides are available for enterprise-sized deployments only.
D. Smart Business Architecture is a blueprint for delivering the three Cisco architectures in a modular approach.

Answer: BD

NEW QUESTION 2
Which statement describes the key function provided by Cisco Spark?

A. Cisco Spark makes it easier to find experts in your organization.
B. Cisco Spark simplifies teamwork by sharing messages and files, and it lets you meet with different teams, all in one place.
C. Cisco Spark is available on-premises and in the cloud.
D. Cisco Spark can be integrated with Microsoft Lync.

Answer: B

NEW QUESTION 3
Which option is a key challenge for customers and their IT teams caused by the evolution of communication tools?

A. skills of the IT teams
B. keeping the organizational structure unchanged while adapting to new collaboration solutions
C. fragmentation and complexity of collaboration tools
D. time for implementation of collaboration hardware
E. managing infrastructure that is not based on Cisco Collaboration
F. costs of collaboration

Answer: D

NEW QUESTION 4
Which three options are important functionalities of Cisco WebEx? (Choose three.)

A. support for third-party platforms
B. mobile, Windows, Mac, and TV clients
C. storage space for documents
D. high-definition audio and video
E. document, application, and screen sharing
F. on-premises, cloud, and hybrid deployment

Answer: AEF

NEW QUESTION 5
Which three operational benefits are provided by Cisco Business Edition 6000? (Choose three.)

A. support for multiple management platforms
B. faster end-user adoption through collaboration process templates
C. faster updates through smaller software packages
D. reduced implementation risk through reference architectures and validated designs
E. better user experience based on end-to-end architectural approach
F. faster solution implementation due to preloaded and preconfigured collaboration applications

Answer: BEF

NEW QUESTION 6
Which Cisco online resource provides partners with the most comprehensive set of Cisco BE6000 sales materials that are aligned to the sales cycle?

A. Cisco Selling Collab Portal
B. Cisco Business Edition 6000 Product home page
C. Cisco Promotions and Incentive
D. Cisco BE6000 Partner Sales Guide

Answer: A

NEW QUESTION 7

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