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練習題

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Exam : **700-037**

Title : Advanced Collaboration Architecture Sales Specialist

Version : Demo

1.Which three options are ways that customers benefit from the Cisco Technology Developer Program? (Choose three.)
A. Complete access to Cisco technologies and support resources
B. Faster, more successful deployments
C. Display the Cisco Compatible logo in association with their product offering
D. Exponentially expands the number and quality of rich, new business solutions
E. Opportunity to participate in Cisco research and development to develop next-generation Cisco Collaboration solutions
Answer: C,D,E

2.In which deployment model does the service provider host dedicated equipment within its network operations center for a predictable monthly cost?
A. Managed customer-premises
B. Equipment services
C. Fully hosted unified communications
D. Advanced services mode
E. Hybrid or blended model
Answer: C

3.Which collaborative quoting platform gives an account manager the autonomy to make deals and quote decisions from within a single workspace?
A. Cisco Partner Central
B. Cisco Commerce Workspace
C. Cisco Unified Communications Business Advisor
D. Cisco Smart Business Roadmap
Answer: C

4.Which three options are important selling points for Cisco against Microsoft? (Choose three.)
A. Cisco better enables for mobility and deskless workers.
B. Cisco is well respected and is the only serious choice in collaboration.
C. Cisco Unified Presence can be integrated with Microsoft Office Communicator and Microsoft Lync.
D. Cisco has the maturity both in technology development and empirical deployment to scale to the requirements of large enterprises.
E. Cisco routers represent a competitive edge in remote offices.
F. Cisco provides unparalleled value to the managed service provider.
Answer: A,C,D

5.Which option is an application in the Cisco IOS Software that provides call processing for as few as 15 and as many as 450 Cisco Unified IP Phones?
A. Cisco Unified Communications Manager Express
B. Cisco Unified Computing System
C. Cisco Integrated Media Engine
D. Cisco Emergency Responder
Answer: A