700-104^{Q&As}

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Business Edition 6000 for Account Managers

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QUESTION 1

Among the many benefits and differentiators of Cisco Business Edition 6000 is its business scalability. Which three Cisco Business Edition 6000 characteristics contribute to its business scalability? (Choose three.)

A. deployment flexibility with unified provisioning

B. server redundancy and Unified SRST

C. reduced carbon footprint

D. increased agility and investment protect

E. rapid return on investment

F. high availability

G. solution growing with company growth

Correct Answer: ABD

Reference: http://www.cisco.com/web/learning/le21/le39/docs/tdw163_prezo.pdf (slide 11)

QUESTION 2

Which four are Cisco competitors in the area of unified communications and collaboration? (Choose four.)

A. HP

B. Microsoft

C. Brocade

D. Alcatel-Lucent

E. Juniper

F. Siemens

G. Avaya

Correct Answer: BDFG

QUESTION 3

In which two ways does Cisco Business Edition 6000 deployment mitigate and reduce the business risk? (Choose two.)

A. The end-to-end Cisco collaboration solution eliminates the risk of other vendor applications and devices not being supported.

B. Cisco Jabber uses a consistent user interface on all devices. Changing devices does not impact user acceptance.

C. Cisco Collaboration Architecture supports all major operating systems and devices, minimizing the risk of a device not being supported.

D. Cisco proprietary communications protocols mitigate the risk of interoperability with other vendor collaboration devices.

Correct Answer: BC

QUESTION 4

Which three collaboration mechanisms increase customer satisfaction? (Choose three.)

A. attractive TV advertisements

B. variety of customer communication channels

C. flexible, enhanced customer service processes

D. effective mail and email communication

E. frequent phone communication

F. ability to access customer data from any device, anywhere

Correct Answer: BCD

Reference: http://www.cisco.com/en/US/netsol/ns1007/architecture.html

QUESTION 5

Which two statements are true when comparing Cisco and Microsoft unified communications solutions? (Choose two.)

A. Microsoft Lync is free. Licenses are included in other Microsoft bundles, so no incremental costs are required to deploy the full collaboration solution.

B. Only Cisco can offer an entirely end-to-end collaboration solution.

C. Both Cisco and Microsoft provide award-winning, 24-hour, around-the-globe technical support for a complete set of collaboration solutions.

D. Cisco Jabber ensures the same user experience on any device and any operating system.

Correct Answer: BD

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