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Question 1

Question Type: MultipleChoice

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

Options:

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:

A, E, F

Question 2

Question Type: MultipleChoice

What value does Cisco Business Edition 6000 bring to midmarket businesses?

Options:

A- enhanced collaboration functionalities by adding only few additional servers

B- affordable, advanced collaboration functionalities on a single server

C- colocation with the existing telephony system

D- adds video collaboration capabilities on top of the existing telephony system

Answer:

B

Question 3

Question Type: MultipleChoice

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

Options:

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

Question 4

Question Type: **MultipleChoice**

Which solution is the best fit for a midsize organization that requires an on-premises deployment for 250 users including 25 contact center agents, featuring voice and video calling, voicemail.paging: instant messaging, and presence?

Options:

A- Cisco BE6000H

B- Cisco BE6000S

C- Cisco Spark

D- Cisco WebEx Meeting Center

Answer:

A

Question 5

Question Type: **MultipleChoice**

Which information is provided by the Cisco Partner Proposal Library?

Options:

A- proposal templates

B- technical descriptions

C- Cisco pricelist

D- FAQs for Cisco Business Edition 6000

Answer:

A

Question 6

Question Type: MultipleChoice

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

Options:

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:

B, E, F

Question 7

Question Type: MultipleChoice

Why is it important to understand the customer strategy and aligned initiatives early in the sales process?

Options:

A- It enables you avoid derailing in IT conversations.

B- It enables you to be more business relevant with Cisco technical solutions.

C- It enables you to lock out the competition.

D- It enables you to charge more for Cisco solutions.

Answer:

D

Question 8

Question Type: MultipleChoice

Which licensing option gives the customer the highest value and best option to grow?

Options:

A- Cisco UWL Enterprise

B- Cisco UWL Standard

C- Cisco UCL Professional

D- Cisco UWL Professional

Answer:

D

Question 9

Question Type: MultipleChoice

Which four options are the main areas of Cisco Collaboration? (Choose four)

Options:

A- virtual support

B- flexibility

C- conferencing

D- customer collaboration

E- unified communications

F- social software

G- collaboration endpoints

H- voicemail

Answer:

B, C, E, G

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