

700-038^{Q&As}

Advanced Collaboration Architecture Field Engineer Exam

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QUESTION 1

The customer satisfaction index is an important business Key Performance Indicator Which building block of the business model references that KPI?

- A. customer segments
- B. key activities
- C. CRM
- D. channels

Correct Answer: C

QUESTION 2

Which two options are correct statements about the corporate value chain? (Choose two)

- A. The corporate value chain helps identify relevant departments but does not provide a link to the associated executives.
- B. The corporate value chain is a straight map to identify stakeholders within the customer's organization.
- C. The corporate value chain shows hierarchies or reporting lines that help identify whom to approach outside of the IT department.
- D. The corporate value chain is an organization chart that helps identify different departments and business process owners
- E. The corporate value chain and core processes help map the relevant departments to the customer's organizational chart.

Correct Answer: BC

QUESTION 3

Cisco supply chain agility solutions are addressing a crucial part within the manufacturing industry. Which of the following is the main driver of that branch of industry?

- A. achieve lower unit costs
- B. ensure quality standards to customers
- C. increase utilization of manufacturing plants
- D. achieve stronger competitive position in the marketplace

E. adopt the supply chain to changing markets

Correct Answer: E

QUESTION 4

Which three options are assessment types for gap analysis? (Choose three)

- A. outsourcing assessments
- B. architectural assessments
- C. operational assessments
- D. business assessments
- E. technology assessments
- F. virtualization assessments

Correct Answer: BCE

QUESTION 5

Which two options are business requirements in the public sector vertical market? (Choose two.)

- A. creating rich opportunities for effective collaboration and learning
- B. transforming customer experience
- C. increasing employee productivity
- D. supporting mobile environment
- E. increasing revenue

Correct Answer: AD

QUESTION 6

Services are creating additional revenue. In which way can Cisco partners benefit from offering a wide range of collaboration-related services?

- A. Increase their revenues by selling a full range of Cisco collaboration services.

- B. Offer Cisco and partner-provided services that support customers and improve their market differentiation, thus increasing their revenues.
- C. Offer a full range of Cisco services delivered through Cisco Advanced Services and increase revenue by sales commission.
- D. Get Cisco Collaboration ATP certification to be allowed to deliver additional services and increase their revenues.

Correct Answer: C

QUESTION 7

Which sequence of steps is correct for mapping business drivers with collaboration solutions?

- A. Ask questions; aggregate the business drivers; map business drivers with collaboration solutions; present collaboration solution.
- B. Ask questions; present collaboration solution; map business drivers with collaboration solutions; aggregate the business drivers.
- C. Ask questions; map business drivers with collaboration solutions; present collaboration solution; aggregate the business drivers.
- D. Ask questions; map business drivers with collaboration solutions; aggregate the business drivers; present collaboration solution.

Correct Answer: A

QUESTION 8

Which two options are characteristics of Cisco collaboration cloud-based solutions? (Choose two.)

- A. private cloud collaboration solution
- B. data center interconnected solution
- C. hosted collaboration solution partner cloud
- D. security intelligence operations
- E. integrated computed stacks

Correct Answer: AC

QUESTION 9

Which two options are examples of partner services that involve addressing the culture of an organization so that collaboration applications are adopted more readily? (Choose two.)

- A. analysis of communication process workshops
- B. application-readiness assessment
- C. internal marketing
- D. end-user education and training
- E. development of collaboration maps

Correct Answer: CD

QUESTION 10

Which solution is most often presented in the healthcare vertical market?

- A. Mobile Warehouse Management
- B. Customer Retention
- C. Cisco Nurse Connect
- D. Energy Efficiency

Correct Answer: C

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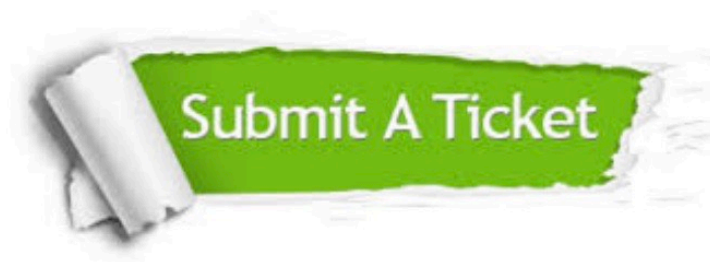
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