Cisco

Exam 700-101

Business Edition 6000 for Sales Engineers

Verson: Demo

[Total Questions: 10]

Question No : 1

Which four are advantages of a Cisco end-to-end architectural approach? (Choose four)

A. enhanced security
B. multiple protocols
C. any end-user device
D. multi-vendor
E. consistent experience
F. limited availability
G. unified policies

Answer: A,C,E,G

Explanation:

Business Edition 6000 for Account Managers (BE6KAM) PEC Training Who Delivers Better Business Agility

Question No : 2

Which Cisco Unified Communications and Collaboration deployment option best fits the on-premises midmarket businesses with 500 to 1000 users?

A. Cisco WebEx Cloud
B. Cisco Hosted Collaboration Solutions
C. Cisco Business Edition 3000
D. Cisco Business Edition 6000

Answer: D

Reference:

http://www.cisco.com/cisco/web/solutions/small_business/products/voice_conferencing/uc_manager_business_edition/index.html

Question No : 3

Which client that is packaged with the Cisco Business Edition 6000 lets you access presence, IM, voice, video, voice messaging, desktop sharing and conferencing services from any device?

A. Cisco WebEx Messenger client
B. Cisco AnyConnect client
C. Cisco Jabber client
D. Cisco Unified Personal Communicator client

Answer: C

Reference: http://www.cisco.com/web/learning/le21/le39/docs/tdw163_prezo.pdf

Question No : 4

Which two statements are true about Cisco Validated Designs and Smart Business Architectures'? (Choose two)

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

Answer: A,C

Question No : 5

In which layer of Cisco Unified Communications system architecture do voice and video endpoints reside?

A. Applications and services
B. Call control
C. Call routing
D. Networking

E. Operations and serviceability

Answer: B

Explanation:

Business Edition 6000 for System Engineers (BE6KSE) PEC Training Architecture of the Cisco Unified Communications System

Question No : 6

Which three elements are part of Cisco Prime Collaboration? (Choose three.)

A. Cisco Prime Advanced Reporting IE
B. Cisco Prime Infrastructure
C. Cisco Prime Unified Provisioning Manager
D. Cisco Prime Assurance
E. Cisco Prime Data Center Network Manager
F. Cisco Prime Network Control System

Answer: A,C,D

Question No : 7

In which two ways does Cisco Business Edition 6000 protect its investment for midsize businesses that will grow to become enterprise businesses with more than 1000 users in the future? (Choose two.)

A. Cisco Business Edition 6000 virtualization
B. simplified Cisco trade-in options for servers and endpoints
C. functionalities and endpoints that are supported in both Unified Communications solutions
D. Cisco Capital financing

Answer: A,C

Question No : 8

Which value does the Cisco Business Edition 6000 bring to midmarket businesses?

A. Enhanced collaboration functionalities by adding only a few additional servers
B. Advanced collaboration functionalities on a single server
C. Co-location with the existing telephony system
D. Adding video collaboration capabilities on top of the existing telephony system

Answer: B
Reference:
http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps11369/data_sheet_
c78-638921.html

Question No : 9

Where in the value chain do collaboration architecture solutions bring the highest value to businesses?

A. In human resources management processes
B. In infrastructure
C. In logistics processes
D. Within core business processes

Answer: D

Question No : 10

Management style is a key factor in effective collaboration. How does management style affect and help create a collaborative culture in an organization?

A. It establishes collaboration as a corporate behavior
B. It stores information logically.
C. It ensures higher quality and performance
D. It makes collaboration easy and natural.

Answer: A
Explanation:
Business Edition 6000 for Account Managers (BE6KAM) PEC Training