



**Cisco**

**650-369**

*Advanced Collaboration Architecture Sales Engineer*

**Answer:** D

**QUESTION:** 54

Which one of the following statements describes the three main themes of the Cisco Collaboration portfolio launch?

- A. Invasive video, cloud application, and collaboration applications and device
- B. Pervasive video , cloud collaboration, and collaboration applications and devices
- C. Video everywhere, Microsoft integration, and Cisco WebEx Connect
- D. Flip video reloaded , Enterprise Social Software, and Cisco Unified Communications 8.5

**Answer:** B

**QUESTION:** 55

Which two statements indicate that the customer needs an infrastructure that can efficiently accommodate organizational changes? (Choose two)

- A. Collaboration applications must be flexible to quickly adapt to changes in user demand.
- B. We need technology to dictate and lead business processes.
- C. Collaboration equipment must be deployed at several locations and data centers.
- D. The lifetime of any technology in our company is approximately two to three years.
- E. Future success of our company depends on operational agility.

**Answer:** A, E

**QUESTION:** 56

Which two of the following are the main differentiators of Cisco Collaboration against the competition? (Choose two)

- A. Based on a strong IP network, Cisco offers a fully integrated collaboration architecture.
- B. Cisco Collaboration is design to support interoperability with the solutions of other vendors.
- C. Cisco solutions allow customers the highest operational agility, more than competitive solutions.

- D. Cisco is open to integration or being integrated in any other collaboration solution seamlessly.
- E. Cisco growth is organic and not based on large mergers with other leading vendors.

**Answer:** A, D

**QUESTION: 57**

Which two characteristics would you describe as key differentiators for the Cisco ISR router compared to the competition? (Choose two)

- A. Integration of WLAN access points
- B. Route network traffic down alternative paths to avoid congestion, which switches cannot do
- C. Support of analog and digital voice connections
- D. Decoupling the delivery of software from hardware on optional service modules
- E. Delivery of innovative security services as part of the self-defending network at wirespeed performance

**Answer:** D, E

**QUESTION: 58**

Which two of the following are concerns that an operations manager may have in making a decision on Cisco Collaboration? ( Choose two)

- A. Reliability of the company infrastructure
- B. Changing customer demands
- C. Go-to-market time of new products or services
- D. Fast adoption of organizational changes
- E. How to engage with external suppliers quickly

**Answer:** A, D

**QUESTION: 59**

Which statement best describes medianet?

- A. Medianet enables Cisco Collaboration network management.

- B. Medianet is the network infrastructure layer of video networks.
- C. Medianet enables integration of video infrastructure with network infrastructure.
- D. Medianet is an intelligent network that is optimized for rich media.

**Answer:** D

**QUESTION:** 60

Which of the following statements best describes the concept of the value chain?

- A. It defines relations between the supply between distribution chain through the core processes of an organization.
- B. It describes connections and relations between the observed organization and its suppliers, channel partners, and customers.
- C. It helps to explain how a company operates and which activities create value.
- D. It defines methods on how supporting activities of an organization can bring increased profit margins.

**Answer:** C

**QUESTION:** 61

Which two of the following are the main differentiators of Cisco Collaboration against the competition? (Choose two.) Select exactly 2 answer(s) from the following:

- A. Cisco heritage is in creating robust, secure IP networks. Cisco's Collaboration Architecture is a natural, seamlessly integrated suite of applications which reside atop those IP networks.
- B. Cisco growth is organic and not based on large mergers with other leading vendors.
- C. Cisco's Collaboration solutions are designed to support interoperability with the solutions of other vendors.
- D. Cisco solutions allow customers high operational agility, which competitive solutions do not.

**Answer:** C, D

**QUESTION:** 62

Which two statements describe how Cisco Validated Designs help to build BOM faster? (Choose two.) Select exactly 2 answer(s) from the following:

- A. They help a presales engineer to better understand a customer's business.
- B. They help to verify any BOM that is created.
- C. CVD's are used by Cisco Architects to attach a network diagram to a BOM.
- D. Cross-architectural aspects assist with proper design.
- E. Proven, tested designs ensure BCM will not change frequently.

**Answer:** D, E

**QUESTION:** 63

Why is collaboration such an important trend in the economy?  
Select exactly 1 answer(s) from the following:

- A. Modernized communications tools can save a company money.
- B. Employees appreciate the ease of use of modern Collaboration tools.
- C. It can help increase the productivity of those processes and jobs that cannot be automated.
- D. It is not an important trend for businesses and, therefore, the economy. Business results are not related to their collaboration tools.

**Answer:** C

**QUESTION:** 64

Many tasks in an organization's processes require collaboration. Which two of the following will you need to uncover from the customer to evaluate the proper position Cisco Collaboration Architecture? (Choose two.) Select exactly 2 answer(s) from the following:

- A. Employee titles of people required to perform designated tasks.
- B. Department titles of people that will be performing these tasks.
- C. Available network bandwidth between core processes departments.
- D. Type of information to be shared between involved parties.
- E. Importance and type of interaction between parties involved.

**Answer:** D,E

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