

DUMPS ARENA

Cisco Midsize Collaboration Solutions for Account Managers (MCAM)

Cisco 700-105

Version Demo

Total Demo Questions: 5

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QUESTION NO: 1

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

- A. Cisco proprietary communications protocols mitigate the risk of interoperability with other collaboration devices from other vendors.
- B. Cisco Collaboration architecture supports all major operating systems and devices, which minimizes the risk of a device not being supported
- C. Cisco Jabber uses a consistent user interface on all devices. Change of devices does not impact user acceptance.
- D. End-to-end, the Cisco Collaboration solution eliminates the risk that the applications and devices of other vendors will not be supported.

ANSWER: B C

QUESTION NO: 2

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

QUESTION NO: 3

Which Cisco online resource provides partners with the most comprehensive set of Cisco BE6000 sales materials that are aligned to the sales cycle?

- A. Cisco Selling Collab Portal
- B. Cisco Business Edition 6000 Product home page
- C. Cisco Promotions and Incentive
- D. Cisco BE6000 Partner Sales Guide

ANSWER: A

QUESTION NO: 4

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

- 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 NO: 5

How does Cisco Collaboration address the need for different endpoints?

- A. by introducing Cisco data center unified computing functionalities to support collaboration requirements.
- B. by offering various different phones
- C. with a consistent user experience regardless of the type or location of the endpoint
- D. by focusing on software clients only
- E) by enabling WebEx to support video

ANSWER: C