

Cisco

Exam 700-101

Business Edition 6000 for Sales Engineers

Version: 7.1

[Total Questions: 54]

Question No : 1

Which Cisco Unified Communications deployment options are best suited for midsize businesses?

- A. Cisco Unified Communications on other servers
- B. Cisco Unified Communications on Cisco UCS specification-based
- C. Cisco Unified Communications on Cisco UCS TRC
- D. Cisco Business Edition 6000

Answer: D

Reference: <http://www.cisco.com/en/US/products/ps11369/index.html>

Question No : 2

Which Cisco Unified Communications application is designed to provide enhanced customer care capabilities with Cisco Business Edition 6000?

- A. Cisco Unified Communications Manager
- B. Cisco Unified Presence
- C. Cisco Unified Contact Center Express
- D. Cisco Unity Connection
- E. Cisco Unified Attendant Console

Answer: C

Explanation:

Business Edition 6000 for Account Managers (BE6KAM) PEC Training Customer Care Deployment Models Answers shown on slide are hunt group, attendant console, and contact center express.

Question No : 3

Which three of these are business benefits of Cisco Business Edition 6000 virtualization? (Choose three.)

- A. faster return on investment through server consolidation
- B. applications deployed across multiple physical servers
- C. fixed solution aligned with fixed business strategy
- D. easy installation and upgrade
- E. single physical server deployment
- F. support for third-party management platforms

Answer: A,D,E

Question No : 4

Which three are Cisco differentiators when comparing with competitors in collaboration technology? (Choose three)

- A. Cisco is a dominant leader in the collaboration industry, the only one with architectural vision.
- B. Only Cisco can provide a complete product and services portfolio for collaboration solutions.
- C. Unlike other competitors in unified communications, Cisco also delivers its own networking and data center solutions.
- D. Cisco works closely with an industry-leading network of partners and resellers and does not compete with them.
- E. Only Cisco can deliver integrated telepresence solutions.

Answer: B,C,D

Explanation:

Business Edition 6000 for Account Managers (BE6KAM) PEC Training Cisco Differentiators

Question No : 5

Which two statements are true when comparing Cisco and Microsoft unified communications solutions? (Choose two)

- A. Microsoft Lync is free. Licenses are included in other Microsoft bundles, so no incremental costs are required to deploy the full collaboration solution.
- B. Only Cisco can offer an entirely end-to-end collaboration solution.

- C. Both Cisco and Microsoft provide award-winning, 24-hour, around-the-globe technical support for a complete set of collaboration solutions.
- D. Cisco Jabber ensures the same user experience on any device and any operating system.

Answer: B,D

Question No : 6

Which endpoints and clients are supported on applications that are included under the Cisco Business Edition 6000 umbrella?

- A. all Cisco voice and video endpoints except Cisco TelePresence room systems
- B. all Cisco voice and video endpoints except Cisco TelePresence EX Series and Cisco TelePresence EX Series and Cisco Telepresence room systems
- C. all Cisco voice and video endpoints except 802.11 Wi-Fi endpoints
- D. all Cisco voice and video endpoints

Answer: D

Explanation:

Business Edition 6000 for Account Managers (BE6KAM) PEC Training Supporting How You Want to Work and Interact Cisco IP Endpoint and Client Portfolio.

Question No : 7

Which three collaboration mechanisms increase customer satisfaction? (Choose three)

- A. Flexible enhanced customer service processes
- B. Attractive TV advertisements
- C. Variety of customer communication channels
- D. Effective mail and email communication
- E. Frequent phone communication
- F. Ability to access customer data from any device, anywhere

Answer: A,C,F

Explanation:

Business Edition 6000 for Account Managers (BE6KAM) PEC Training Customer Success and Stickiness

Question No : 8

Cisco Unified Communications Manager supports native call queuing. Native call queuing is a subset of functionalities of which other full-featured unified communications application?

- A. Cisco Unified Contact Center Express
- B. Cisco Emergency Responder
- C. Cisco Unity Connection
- D. Cisco Unified Attendant Console
- E. Cisco TelePresence Video Communication Server

Answer: A

Explanation:

Business Edition 6000 for System Engineers (BE6KSE) PEC Training CBE6000 Native Call Queuing (in audio stream)

Question No : 9

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