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**Vendor:** Cisco

**Exam Code:** 700-038

**Exam Name:** Advanced Collaboration Architecture Field  
Engineer Exam

**Version:** Demo

## DEMO

### QUESTION 1

Which statement best describes Cisco Smart Business Architecture?

- A. Cisco Smart Business Architecture is a set of modeling tools that help customers design their future Cisco Collaboration Architecture model
- B. Cisco Smart Business Architecture is a set of advanced design guides to help customers and partners design new advanced architectures.
- C. Cisco Smart Business Architecture is a solution-level series of step-by-step solution and architecture guides to help quickly and efficiently implement mainstream architectures.
- D. Similar to Cisco Validated Designs, Cisco Smart Business Architecture helps early adopters to implement new technologies before they become mainstream technologies

**Correct Answer:** C

### QUESTION 2

Cisco Collaboration Architecture differentiates from other solutions in terms of a unified workspace that creates a unique user experience. What is the main need of end users that needs to be addressed?

- A. to have a centrally managed unified communication solution
- B. to build up the architecture on any platform
- C. to allow collaboration any time, on any device, and with any content
- D. to ensure that telepresence is a mandatory part of any Cisco Collaboration Architecture
- E. to establish appropriate security policies around collaboration applications

**Correct Answer:** C

### QUESTION 3

Which of the following is a main business requirement in the financial services industry?

- A. lower IT expenses through virtualization
- B. high-performance trading
- C. customer retention
- D. integration of financial trading applications at the desktop
- E. reduce time to market for new innovative financial products

**Correct Answer:** B

### QUESTION 4

Which two options should you keep in mind when presenting a solution for the business side to the non-IT executives? (Choose two)

- A. They need to know how the collaboration architecture will help achieve their strategic goals.
- B. They need detailed information about the different layers of the future collaboration architecture.
- C. They need to understand the applications and services that you have embedded in your architectural design.
- D. They need information on how collaboration architecture will be deployed and serviced.
- E. They need to know how the collaboration architecture will provide benefits and support their operational business.

**Correct Answer:** AE

### QUESTION 5

Security plays an essential role in the Cisco Collaboration Architecture. In which layers of the Cisco Collaboration Architecture is security implemented?

- A. Cisco provides advanced security solutions in the infrastructure and collaboration services layers while

the collaboration applications layer security is ensured by third-party solutions.

- B. Advanced Cisco security solutions are implemented in all layers of the Cisco Collaboration Architecture model.
- C. Cisco security solutions are integrated into the infrastructure layer and partially into the collaboration services layer.
- D. Security is implemented in all the layers except in the medianet services interface layer.

**Correct Answer:** A

#### **QUESTION 6**

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

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

**Correct Answer:** BE

#### **QUESTION 7**

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 8**

Which of the following is a reason why it is important to identify and collect business KPIs when designing the Cisco Collaboration Architecture?

- A. to be able to identify the weakest building blocks of the business model and propose Cisco Collaboration Architecture for that building block
- B. to be able to translate features and functionalities of Cisco Collaboration Architecture into benefits for measured KPIs
- C. to be able to understand the customer's processes, partners, business model, strategy, and vision
- D. to be able to propose how the business model can be improved by using Cisco Collaboration Architecture

**Correct Answer:** B

#### **QUESTION 9**

How can the Cisco collaboration services layer of Cisco Collaboration Architecture help managers to measure KPIs?

- A. The Cisco collaboration services layer is a standalone element of Cisco Collaboration Architecture and delivers services that directly improve business KPIs
- B. Cisco collaboration services and infrastructure layers compose Cisco Collaboration Architecture that improves technical KPIs.
- C. The Cisco collaboration services layer delivers additional performance information to demonstrate increased business performance.
- D. Conferencing, IP communications, telepresence, and other Cisco collaboration services deliver additional information to show the increased business performance.

**Correct Answer:** C

**QUESTION 10**

Which option leads to the development of high-level and detailed customer designs?

- A. mapping collaboration maps with the Cisco Collaboration Architecture solutions
- B. mapping collaboration maps with the customer's existing solutions
- C. mapping collaboration maps with the customer assessment procedure
- D. mapping collaboration maps with the customer business model

**Correct Answer:** A

**QUESTION 11**

Many tasks in an organization's processes require collaboration. Which two options will you need from the customer to evaluate the relevance and to properly position Cisco Collaboration Architecture? (Choose two.)

- A. employee titles of people who are required to perform designated tasks
- B. department titles of people who will perform 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 involved parties

**Correct Answer:** BD

**QUESTION 12**

Vertical-oriented support tools are important when positioning Cisco Collaboration Architecture into a specific industry. Where can you find resources that help you address verticals?

- A. Cisco Learning Store
- B. Cisco Partner Central, under Sell & Market Cisco
- C. Cisco's Steps to Success
- D. Cisco Partner Education Connection, under Collaboration Architectures

**Correct Answer:** B

**QUESTION 13**

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 14**

Retail businesses must act quickly in order to innovate, respond to changing market conditions, enhance customer service, and increase sales. Which option addresses this requirement?

- A. Cisco Lean Retail
- B. Cisco Connected Retail
- C. Cisco Employee Optimization
- D. Cisco Customer Experience Transformation

E. Cisco Secure Store

**Correct Answer:** A

**QUESTION 15**

Which two statements describe how Cisco Validated Designs help to build BOM faster"? (Choose two.)

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

**Correct Answer:** AD

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