

100% Pass Ensure 700-038 Dumps with Free VCE and PDF (Question 26 - Question 30)

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QUESTION 26 Which two options are correct statements about the corporate value chain? (Choose two.)

A. The corporate value chain helps identify relevant departments but does not provide a link to the associated executives.

B. The corporate value chain is a straight map to identify stakeholders within the customer's organization.

C. The corporate value chain shows hierarchies or reporting lines that help identify whom to approach outside of the IT department.

D. The corporate value chain is an organization chart that helps identify different departments and business process owners.

E. The corporate value chain and core processes help map the relevant departments to the customer's organizational chart.

Answer: BC

QUESTION 27 Which two tools and resources can most efficiently help you to shorten the time to prepare the BOM? (Choose two.)

A. Cisco Collaboration Architecture Validated Designs

B. Cisco Collaboration Competitive Edge Portal

C. Cisco Collaboration Architecture resources on PECD.

D. Cisco Unified Workspace Licensing tool

E. Cisco Smart Business Architecture

Answer: AE

QUESTION 28 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

Answer: B

QUESTION 29 Which three options are assessment types for gap analysis? (Choose three.)

A. outsourcing assessments

B. architectural assessments

C. operational assessments

D. business assessments

E. technology assessments

F. virtualization assessments

Answer: BCE

QUESTION 30 Which process makes use of the Cisco Installed Base Lifecycle Management (IBLM) initiative and transformative network approach?

A. a high-level approach in analyzing the existing customer infrastructure

B. a high-level approach in understanding the customer business model

C. a detailed approach in understanding the customer business model

D. a detailed approach in analyzing the existing customer infrastructure

Answer: D

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