

Free PassLeader 700-038 Exam Dumps with VCE and PDF Download (Question 11 - Question 15)

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QUESTION 11 Which of the following is the last step when mapping business requirements with Cisco Collaboration Architecture? A. Map important technical KPIs with customer process flow. B. Map business model elements with the value chain. C. Map collaboration maps (diagrams) with Cisco Collaboration Architecture. D. Map process flow tasks with the collaboration map. E. Map value chain and value network with Cisco Collaboration Architecture applications. Answer: C

QUESTION 12 Which three options belong to primary activities that directly create value in a value chain model? (Choose three.) A. research and development B. service C. operations D. procurement E. inbound logistics F. infrastructure Answer: BCE

QUESTION 13 Which two of the following are reasons why it is important to clearly understand a customer's business model when preparing the Cisco Collaboration Architecture proposal for that customer? (Choose two.) A. It helps to link Cisco Collaboration Architecture directly to that business model. B. It presents how collaboration can increase efficiency and value creation. C. It defines CapEx and OpEx parameters for easier definition of value proposition. D. It unveils the weaknesses of the customer's business model. E. It helps to show how to improve ROI and TCO, and align them with Cisco Collaboration Architecture. Answer: BE

QUESTION 14 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 Answer: AC

QUESTION 15 Services are creating additional revenue. In which way can Cisco partners benefit from offering a wide range of collaboration-related services? A. Increase their revenues by selling a full range of Cisco collaboration services. B. Offer Cisco and partner-provided services that support customers and improve their market differentiation, thus increasing their revenues. C. Offer a full range of Cisco services delivered through Cisco Advanced Services and increase revenue by sales commission. D. Get Cisco Collaboration ATP certification to be allowed to deliver additional services and increase their revenues. Answer: C

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