

# Practice Exam Questions



Cisco Midsize Collaboration  
Solutions for Account Managers  
(MCAM)



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## Total Question: 30 QAs

### Question No: 1

Which two statements about Cisco Validated Designs and Smart Business Architectures are true? (Choose two.)

- A. Cisco Validated Designs provide proven design of solutions that include only Cisco products and thus ensure single-vendor solutions.
- B. Cisco Validated Designs are end-to-end designs that are well-tested and fully documented.
- C. Smart Business Architecture guides are available for enterprise-sized deployments only.
- D. Smart Business Architecture is a blueprint for delivering the three Cisco architectures in a modular approach.

Answer: B,D

### Question No: 2

Which description of the Cisco Collaboration architecture is true?

- A. a flexible network framework designed to enable integration with the collaboration requirements of the customer
- B. a flexible collaboration framework designed to support any customer and any user collaboration needs
- C. a collaboration framework designed to support the collaboration needs of a typical large enterprise
- D. a collaboration framework designed to integrate the existing customer collaboration functionalities with Cisco network infrastructure

Answer: A

### Question No: 3

Which option is a key challenge for customers and their IT teams caused by the evolution of communication tools?

- A. skills of the IT teams
- B. keeping the organizational structure unchanged while adapting to new collaboration solutions
- C. fragmentation and complexity of collaboration tools
- D. time for implementation of collaboration hardware
- E. managing infrastructure that is not based on Cisco Collaboration
- F. costs of collaboration

Answer: D

### Question No: 4

Which two operational benefits are provided by Cisco Business Edition 6000 virtualization? (Choose two.)

- A. reduced risk because each application runs on a separate physical server
- B. reduced costs through integrated management and a scalable platform
- C. time savings through easy platform management
- D. support for multiple management platforms
- E. reduced costs through support for traditional TDM-based voice systems

Answer: B,C

### Question No: 5

Which four companies are the strongest Cisco competitors in the area of unified communications and collaboration? (Choose four)

- A. Juniper
- B. Avaya
- C. Siemens - Unify
- D. ZTE
- E. Mitel
- F. Brocade
- G. Microsoft
- H. HP

Answer: B,C,G,H

Question No: 6

Why is it important to understand the customer strategy and aligned initiatives early in the sales process?

- A. It enables you avoid derailing in IT conversations.
- B. It enables you to be more business relevant with Cisco technical solutions.
- C. It enables you to lock out the competition.
- D. It enables you to charge more for Cisco solutions.

Answer: D

Question No: 7

Which statement allows you to position the topic of collaboration meeting rooms with the customer?

- A. Cisco Collaboration Meeting Rooms is a validated design that defines the layout design, and technical requirements of Cisco Telepresence Video rooms.
- B. Cisco Collaboration Meeting Rooms is a video conferencing service. It couples WebEx Personal Rooms and the cloud-based WebEx Video Bridge into one, always-available meeting experience.
- C. Cisco Collaboration Meeting Rooms represent the video capabilities of Cisco Business Edition 6000 that enable video from any device.
- D. Cisco Collaboration Meeting Rooms is an on-premises service offering video to the enterprise across mobile, desktop, and room-based systems.

Answer: B

Question: 8

Which way for customers to engage is preferred?

- A. contact center
- B. web
- C. email
- D. anywhere, anytime, any device using multiple communication channels
- E. Cisco Telepresence

Answer: D

Question No: 9

Which three Cisco Business Edition 6000 characteristics contribute to its business scalability? (Choose three.)

- A. business process optimization through better team collaboration

- B. high availability
- C. rapid return on investment
- D. increased agility and investment protection
- E. reduced carbon footprint
- F. server redundancy
- G. deployment flexibility with unified provisioning

Answer: A,C,D

Question No: 10

Which two business impacts do Cisco collaborative technologies bring to employee innovation? (Choose two.)

- A. eliminating complexity and controlling costs
- B. increasing time to market
- C. enabling disparate teams to work together to solve problems
- D. eliminating sales cycle time
- E. enhancing communications with strategic partners and suppliers

Answer: A,E

Question No: 11

Which information is provided by the Cisco Partner Proposal Library?

- A. proposal templates
- B. technical descriptions
- C. Cisco pricelist
- D. FAQs for Cisco Business Edition 6000

Answer: A

Question No: 12

When selling a Cisco Business Edition 6000 solution to a customer that plans to upgrade from an old voice collaboration solution which three important messages must you present to the customer? (Choose three.)

- A. Cisco Business Edition 6000 supports all major operating systems and devices.
- B. Cisco Business Edition 6000 lowers the collaboration solution costs and the costs of adding new users and functionalities.
- C. Cisco Business Edition 6000 simplifies collaboration management by introducing a dedicated IT team that is focused only on the collaboration solution.
- D. Cisco Business Edition 6000 reduces the risk of outdated technology and reduces dependency on service providers.
- E. Adding additional collaboration applications can be done simply by adding additional Cisco UCS C-Series servers to the network.
- F. Cisco Business Edition 6000 brings all collaboration functionalities on one single server.

Answer: B,D,F

Question No: 13

Which definition is the best description of collaboration?

- A. software and tools that enable teamwork
- B. working together remotely