

# T estpassport Q&A



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**Exam : 650-369**

**Title : PSACASE Advanced  
Collaboration Architecture  
System Engineer Exam**

**Version : Demo**

1.Which of the following is the last step when mapping business requirements with Cisco Collaboration Architecture?

- A.Map collaboration maps (diagrams) with Cisco Collaboration Architecture.
- B.Map process flow tasks with the collaboration map.
- C. Map important technical KPIs with customer process flow.
- D. Map value chain and value network with Cisco Collaboration Architecture applications.
- E.Map business model elements with the value chain

**Answer: A**

2.Which two statements about on-premise collaboration solutions are true.?(Choose two)

- A.Meetings are delivered as a software-as-a-service.
- B.The solutions provide low, predictable monthly costs.
- C.Customers do not need large upfront investments.
- D.There is no hardware to buy and no software to install.
- E.These solutions facilitate cost savings in case of heavy usage.
- F.Conferencing-related transport costs and service fees can be reduced.

**Answer: BE**

3.Which two customer statement most strongly present business ROI?

- A.With Cisco Collaboration, we can roll out extension mobility and bring unified communications features to the mobile device.
- B.Cisco TelePresence, as part of the collaboration architecture, will reduce travel costs for the management board.
- C. Cisco Collaboration helps us to increase the productivity of our sales force and to gain new revenue streams through new customers.
- D. Cisco Collaboration, we will engage quicker with third-party suppliers and will shorten go-to-market time for innovative products globally.

**Answer: CD**

4.Where will an account manager find historical and current information about competitors around Cisco Collaboration?

- A.The Cisco Quote Builder tool
- B.Steps to Success
- C. Quick Start Guide for Cisco Collaboration
- D. Cisco competitive Edge Portal
- E.Cisco Collaboration business case

**Answer: D**

5.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. Get Cisco Collaboration ATP certification to be allowed to deliver additional services and increase

revenue by sales commission.

D. Offer a full range of Cisco services delivered through Cisco Advanced Services and increase revenue by sales commission.

**Answer: B**

6.Which two of the following collaboration strategies address today's business challenges?(Choose two.)  
Select exactly 2 answer(s) from the following:

A.Improve routine task automation with dedicated tools and systems

B.Establish trust relationship and maintain customer intimacy at a distance

C. Ensure effective environment to store increasing amount of input information

D. Ensure closer in-person relationship with the customer

E.Effectively manage and support the blurring border between work and personal worlds

**Answer: BC**

7.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? Select exactly 1 answer(s) from the following:

A.Cisco Partner Central, under Sell & Market Cisco

B.Cisco's Steps to Success

C. Cisoc Learning Store

D. Cisco Partner Education Connection, under Collaboration Architectures

**Answer: B**

8.Which of the following is the proper response to an IT manager objection about the security of a Cisco Collaboration Architecture? Select exactly 1 answer(s) from the following:

A.Security is an integral part of the Cisco Collaboration Architecture and is built into various components rather than as a separate layer of defense.

B.Total security is an illusion; every solution is vulnerable to a certain extent.

C. A single-vendor Cisco Collaboration Architecture is by nature more secure than a best-of-breed solution that integrates different systems.

D. Cisco uses third-party applications to secure collaboration solutions appropriately.

**Answer: A**

9.Which feature in Cisco WebEx is the most important differentiator compared to other vendor in the collaboration technology? Select exactly 1 answer(s) from the following:

A.Cisco WebEx is always installed on- premises.

B.With an account, everyone can join Cisco WebEx meetings.

C. Cisco WebEx could be installed or colocated with Cisco Unified Communications Manager.

D. Web conferencing service is delivered over a proprietary network, which is optimized for security, performance, and reliability.

**Answer: D**

10.In terms of collaboration, which elements of the typical workday does a properly implemented collaboration architecture affect? Select exactly 1 answer(s) from the following:

- A.Customer trust, technology, and validated designs
- B.Processes, culture, and technology
- C. Making sure that technology fulfills the requirements and expectations
- D. Processes mapping to the technology and culture
- E.Behavioral change influencing the right solution

**Answer: B**