

# T estpassport Q&A



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**Exam : 700-104**

**Title : Business Edition 6000 for  
Account Managers  
(BE6KAM)**

**Version : DEMO**

1.Where in the value chain do collaboration architecture solutions bring the highest value to businesses?

- A.In human resources management processes
- B.Infrastructure
- C.In logistics processes
- D.Within core business processes

**Answer: D**

2.Which three of these are market trends that drive the need for an improved, more efficient collaboration experience? (Choose three.)

- A.automated order processing
- B.conducting business globally across several or all time zones
- C.effective HRM system
- D.work anywhere, anytime, any device
- E.inventory management
- F.cloud services and social media

**Answer: B,D,F**

3.Management style is a key factor in effective collaboration.How does management style affect and help create a collaborative culture in an organization?

- A.It ensures higher quality and performance.
- B.It makes collaboration easy and natural.
- C.It stores information logically.
- D.It establishes collaboration as a corporate behavior.

**Answer: D**

4.Which three collaboration mechanisms increase customer satisfaction? (Choose three.)

- A.attractive TV advertisements
- B.variety of customer communication channels
- C.flexible, enhanced customer service processes
- D.effective mail and email communication
- E.frequent phone communication
- F.ability to access customer data from any device, anywhere

**Answer: B,C,F**

5.Which statement best describes the Cisco collaboration architecture?

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

**Answer: C**