



Vendor: Cisco

Exam Code: 650-368

Exam Name: Advanced Collaboration Architecture Field Engineer Exam (PSACAFE)

Version: DEMO

QUESTION 1

Which Cisco collaboration functions are significantly improved by introducing jabber technology? (Choose two.)

- A. messaging
- B. presence
- C. social networking software
- D. conferencing
- E. IP communications

Answer: AB

QUESTION 2

Which two of the following selling propositions establish the market differentiator of a Cisco partner business? (Choose two.)

- A. market niche
- B. lowest prices
- C. unique services
- D. widest range of technologies covered
- E. highest cost of value-added services

Answer: AC

QUESTION 3

Which statement best describes medianet?

- A. Medianet is the network infrastructure layer of video networks.
- B. Medianet enables Cisco collaboration network management.
- C. Medianet enables integration of video infrastructure with network infrastructure.
- D. Medianet is an intelligent network that is optimized for rich media.

Answer: D

QUESTION 4

Security plays essential role in the Cisco Collaboration Architecture. In which layers of the Cisco Collaboration Architecture is security implemented?

- A. Advanced Cisco security solutions are implemented in all layers of the Cisco Collaboration Architecture model.
- B. Cisco security solutions are integrated into the infrastructure layers and partially into the collaboration services layer.
- C. Security is implemented in all the layers except in the medianet services interface layer.
- D. Cisco provides advanced security solutions in the infrastructure and collaboration services layers while the collaboration applications layers security ensured by third-party solutions.

Answer: A

QUESTION 5

In which of the following verticals is the Cisco VXi solution most successful?

- A. manufacturing and retail
- B. healthcare and retail
- C. retail and financial
- D. public and financial
- E. public and manufacturing

Answer: B

QUESTION 6

In which of the following verticals is the Cisco VXi solution most successful?

- A. manufacturing and retail
- B. healthcare and retail
- C. retail and financial
- D. public and financial
- E. public and manufacturing

Answer: B

QUESTION 7

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

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

Answer: A

QUESTION 8

Which two statements indicate that the customer needs an infrastructure that can efficiently accommodate organizational changes? (Choose two)

- A. THE life time of any technology in our company is approximately two to three years.
- B. Future success of our company depends on operational agility.
- C. Collaboration equipment must be deployed at several locations and data centers.
- D. We need technology to dictate and lead business processes.
- E. Collaboration applications must be flexible to quickly adapt to changes in user demand.

Answer: BE

QUESTION 9

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 A directly to that business model.
- B. It presents how collaboration can increase efficiency and value creation.
- C. It helps to show how to improve ROI and TCO, and align them with Cisco Collaboration Architecture.
- D. It defines Cap Ex and Op Ex parameter for easier definition of value proposition.

Answer: AB

QUESTION 10

Which of the following is a reason why it is important to identify and collect business KPIs when designing the Cisco Collaboration Architecture?

- A. To be able to propose how the business model can be improved by using Cisco Collaboration Architecture.
- B. To be able to identify the weakest building blocks of the business model and propose Cisco Collaboration Architecture.
- C. To be able translate features and functionalities of Cisco Collaboration Architecture into benefits for measured KPIs.
- D. To be able to understand the customer's processes, partners, business model, strategy, and vision.

Answer: C

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