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Cisco Midsize Collaboration Solutions for Account Managers

QUESTION: 27
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: 28
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: 29
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: 30
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

SAMPLE QUESTIONS

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