



**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

## Thank You for Trying Our Product

### PassLeader Certification Exam Features:

- ★ More than **99,900** Satisfied Customers Worldwide.
- ★ Average **99.9%** Success Rate.
- ★ **Free Update** to match latest and real exam scenarios.
- ★ **Instant Download** Access! No Setup required.
- ★ Questions & Answers are downloadable in **PDF** format and **VCE** test engine format.
- ★ Multi-Platform capabilities - **Windows, Laptop, Mac, Android, iPhone, iPod, iPad.**
- ★ **100%** Guaranteed Success or **100%** Money Back Guarantee.
- ★ **Fast**, helpful support **24x7**.



View list of all certification exams: <http://www.passleader.com/all-products.html>



Microsoft



ORACLE



CITRIX



JUNIPER  
NETWORKS



EMC<sup>2</sup>  
where information lives<sup>®</sup>

**10% Discount Coupon Code: STNAR2014**