Vendor: Cisco

Exam Code: 650-368

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

Version: DEMO
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:** A, B

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:** A, C

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

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

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
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

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

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

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 Architecture 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:** A, B

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