QUESTION 1
Which group makes up Cisco's collaboration portfolio?

A. customer care, conferencing, team innovation, and telepresence
B. unified communications, customer care, conferencing, and collaboration endpoints
C. unified communications, customer care, team innovation, and conferencing
D. unified communications, customer care, team innovation, and collaboration endpoints

Answer: B
Explanation:
https://www.cisco.com/c/en/us/solutions/collaboration/index.html#~stickynav=2

QUESTION 2
In covering the full attack continuum, which are the proposed solutions after an attack?

A. Networks access control and identity services
B. E-mail and web security solutions
C. Firewalls and next generation firewalls
D. Advanced malware protection and network behavior analysis

Answer: D

QUESTION 3
Cisco's certification and global partner network encourages and recognizes partners for their breadth of skills across certain technologies. Which of the following is not a Badge level?

A. Gold
B. Select
C. Silver
D. Premier

Answer: C

QUESTION 4
Cisco offers customer care solutions for contact centers. Which option is not correct?

A. Cisco Remote Expert Mobile
B. Cisco Inbound Option
C. Cisco Unified call studio
D. Cisco Outbound Option

Answer: C

QUESTION 5
The Cisco Stealthwatch Enterprise is about scalable visibility and security analytics across your business.
Which is not a feature?

A. Extend your network visibility

B. Simplify network segmentation
C. Claim immunity to cloud outages
D. Speed up incident response and forensics

Answer: C

QUESTION 6
What is a key benefit of Cisco's hybrid services for collaboration?

A. Customers can utilize conferencing solutions with Cisco Webex while retaining control of their collaboration services.
B. Cisco manages all collaboration services so a customer's IT resources can focus on strategic priorities.
C. Customers can choose multiple types of collaboration endpoints.
D. Customers gain the benefit of Cisco Hosted Collaboration Solution services while retaining ownership and control of their collaboration services.

Answer: B

QUESTION 7
As a Cisco partner, you will get the support to differentiate your business and grow based on the unique value you offer. Which group shows the type of discounts available?

A. Value Incentive Program, Teaming Incentive Program, Opportunity Incentive Program
B. Migration Incentive Program, Opportunity Incentive Program, Teaming Incentive Program
C. Partner Plus Program, Migration Incentive Program and Teaming Incentive Program
D. Migration Incentive Program, Partner Plus Program and Teaming Incentive Program

Answer: B

QUESTION 8
Cisco Unified Data Center offers some benefits to customers. Which is not a benefit?

A. Gain control over increasing complexity
B. Sophisticated capabilities made simple
C. Deliver more value, faster to all lines of business
D. State of the art infrastructure

Answer: B

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