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Exam : **700-104**

Title : Business Edition 6000 for
Account Managers (BE6KAM)

Vendor : Cisco

Version : DEMO

NO.1 Which Cisco online tool is designed to help Cisco partners quickly generate a bill of materials and estimate pricing for Cisco solutions, addressing the needs of small to midsize customers?

- A. Cisco Dynamic Configuration Tool
- B. Cisco Unified Communications Sizing Tool
- C. Cisco Order Status Tool
- D. Cisco Quick Pricing Tool

Answer: D

Reference:http://uk.comstor.com/content/selling_tools/cisco-partner-enablement-tools/cisco-smbtools

NO.2 In the Cisco Business Edition 6000 sales cycle, mapping the solution and its business benefits to the business initiatives is of essential importance. Where in the sales cycle does this mapping typically occur?

- A. when gathering information about the buying center and customer vision and strategy
- B. when proposing the Cisco Business Edition 6000 solution
- C. when identifying the potential customer risks
- D. when preparing the proposed Cisco Business Edition 6000 solution

Answer: B

NO.3 Which three Cisco Unified Communications and Collaboration applications are part of a basic Cisco Business Edition bundle? (Choose three.)

- A. Cisco Unity Connection
- B. Cisco Unified Provisioning Manager Business Edition
- C. Cisco Unified Attendant Console
- D. Cisco Unified Communications Manager
- E. Cisco Unified Contact Center Express

Answer: A,B,D

NO.4 Which three collaboration mechanisms increase customer satisfaction? (Choose three.)

- A. attractive TV advertisements
- B. variety of customer communication channels
- C. flexible, enhanced customer service processes
- D. effective mail and email communication
- E. frequent phone communication
- F. ability to access customer data from any device, anywhere

Answer: B,C,D

Explanation:

Business Edition 6000 for Account Managers (BE6KAM) PEC Training Customer Success and Stickiness

NO.5 Which four application layers comprise the Cisco Collaboration Architecture? (Choose four.)

- A. Unified Access
- B. Unified Communications
- C. Unified Computing

- D. Customer Collaboration
- E. Collaboration Applications
- F. Cisco TelePresence

Answer: B,D,E,F

Explanation:

Business Edition 6000 for Account Managers (BE6KAM) PEC Training Value Proposition.

NO.6 Which Cisco Unified Communications and Collaboration deployment option best fits the on-premises midmarket businesses with 500 to 1000 users?

- A. Cisco Hosted Collaboration Solutions
- B. Cisco Business Edition 3000
- C. Cisco WebEx Cloud
- D. Cisco Business Edition 6000

Answer: D

Reference:http://www.cisco.com/cisco/web/solutions/small_business/products/voice_conferencing/uc_manager_business_edition/index.html