

QUESTIONS & ANSWERS

Kill your exam at first Attempt



Avaya

44202T

Avaya OneCloud UCaaS Sales Specialized Test

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Question: 9

Which statement best describes the attribute so the “ExperienceEconomy?”

- A. Customers want less attention and want to get what they need without help from the organization.
- B. Customers spend much of their time looking for the cheapest deals and they don't want the organization to customize their experience.
- C. The memories, emotions, and feelings that customers take away ultimately matter the most.
- D. The business is constantly calling the customer and giving them unsolicited information and offers is what drives the Experience Economy.

Answer: C

Question: 10

The _____ leverages Citizen, Avaya, and Partner developers. This collaboration offers unequalled experience building know-how both in the form of Avaya services and thousand so application developers.

- A. Avaya Workflow Developers TM
- B. Avaya App Developers TM
- C. Avaya Application Builders TM
- D. Avaya Experience Builders TM

Answer: D

Question: 11

Which is viewed a main driver for many of our customers seeking digital transformation?

- A. Customer Experience
- B. Special effects
- C. Cost
- D. Employee productivity

Answer: A

Question: 12

When doing your discovery with a customer, what opportunities do you see?

Which are company situations that represent great opportunities for discussing the capabilities offered by AvayaOne Cloud TM UCaaS? (Select four.)

- A. Managers are looking for ways to ease collaboration across disparate teams
- B. Tenured employees are invested in the company's legacy system
- C. Management complains that multiple applications are cumbersome to integrate
- D. A customer needs the ability to support a mobile work force
- E. A customer is transitioning to a work from home model

Answer: ACDE

Question: 13

The Composable Enterprise Architecture of Avaya One Cloud TM consist of four elements.

Which are the four elements?

- A. Hybrid Cloud Delivery Architecture, Partitioning Services, Experience Development Platform, and Avaya Experience Builders TM Program
- B. Public Cloud apps, Avaya Experience Builders TM Program, Experience Development platform, and APIs
- C. Avaya Edge Program, Hybrid Cloud Delivery Architecture, Public Cloud apps, and Experience Designers
- D. Avaya Experience Builders TM Program, Avaya Edge Program, APIs, and Private Cloud apps

Answer: A

Question: 14

What part of our Avaya One Cloud TM portfolio empowers their employees with faster, always-on continuous collaboration across the enterprise and gives businesses the platform for the contact center?

- A. Avaya One Cloud TM UCaaS
- B. Avaya One Cloud TM Automation
- C. Avaya One Cloud TM CPaaS
- D. Avaya One Cloud TM CCaaS

Answer: A

Question: 15

You have a large customer that is not ready to completely shift to Cloud but would appreciate some of the benefits of a Cloud model.

Which deployment model do you think would be most appropriate for this customer?

- A. Perpetual License
- B. Avaya One Cloud TM Private Cloud
- C. Avaya One Cloud TM Subscription
- D. Avaya Call Management System

Answer: C

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