

**Exam : Cisco 646-276**

**Title : Selling Cisco Unified  
MeetingPlace Solutions  
(SMPS)**

**Version : Demo**

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1. A global group of specialized companies employ collaboration services to form a chain to increase their strategic offerings. What is this called?

- A. globalization
- B. atomization
- C. focalization
- D. specialization

**Answer: B**

2. Which two business patterns are the strongest indicators of a need for a collaboration solution? (Choose two.)

- A. Parts suppliers are involved in the design process.
- B. Branch offices regularly receive product briefings.
- C. Management teams often travel.
- D. Development teams are geographically dispersed.

**Answer: AD**

3. BikeMaster is a growing high-end bicycle manufacturer. Which question is recommended as a first attempt to expose their need for a collaboration standard?

- A. Which collaboration tools do BikeMaster's suppliers use?
- B. What tool is BikeMaster's main competitor using for collaboration software?
- C. What are the steps of the BikeMaster product development cycle?
- D. Which international standards bodies must BikeMaster adhere to?

**Answer: C**

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