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Vendor: Cisco

Exam Code: 646-205

Exam Name: Cisco Sales Expert

Version: Demo

QUESTION 1

What is A WAN?

- A. A network that is restricted. to A single building ,A group of buildings, or even A single room
- B. A. network that encompasses an entire city or metropolitan ared. and. connects multiple LANs
- C. A network that connects client devices wirelessly using radio waves
- D. A network that crosses metropolitan, regional, or national boundaries

Correct Answer: D

QUESTION 2

Which network technology addresses these customer business needs: shrinking budgets and IT staffs, more complex networks, and an increased need for network security?

- A. Optical network
- B. Storage-area network (SAN)
- C. Content delivery network (CDN)
- D. Network management

Correct Answer: D

QUESTION 3

What feature does the Partner E-Learning Connection provide?

- A. Lists of training-partner class offerings
- B. Hosted website that partners use to deliver e-learning to customers
- C. Full versions of all Cisco technical-level classes
- D. Flexibility, web-based knowledge and learning
- E. Live instructor-led, web-based classes

Correct Answer: D

QUESTION 4

Small businesses face unique customer challenges, which three challenges are small businesses looking to overcome? (Choose three)

- A. technical staffing
- B. data center deployments
- C. employee training
- D. cost containment
- E. operational efficiency
- F. customer responsiveness

Correct Answer: DEF

QUESTION 5

Which two Internet Protocol (IP) telephony devices are best categorized as infrastructure components? (Choose two.)

- A. Call management software
- B. Media Convergence Servers (MCSs)
- C. Voice gateways
- D. IP telephones

Correct Answer: BC

QUESTION 6

Which Cisco collaboration service will encourage true customer intimacy by quickly and proactively connecting people with the information, expertise and support that they need?

- A. IP communications
- B. conferencing
- C. customer care
- D. telepresence
- E. messaging

Correct Answer: C

QUESTION 7

Which Cisco collaboration product line will reduce TCO, improve the user experience and productivity, and increase business relevance?

- A. customer care
- B. conferencing
- C. messaging
- D. telepresence
- E. IP communications

Correct Answer: E

QUESTION 8

Simplified guest access, comprehensive communication and collaboration, and optimized asset and network visibility are benefits of which type of Cisco deployment?

- A. Cisco Cloud Computing
- B. Cisco Routing and Switching
- C. Cisco Wireless
- D. Cisco Conferencing

Correct Answer: C

QUESTION 9

Which three benefits are provided by the implementation of Cisco C-series servers into a virtualized data center environment? (Choose three)

- A. blade-based deployments
- B. enterprise-focused design
- C. InfiniBand networking
- D. cost-effective server
- E. storage-intensive platform
- F. extended memory support

Correct Answer: DEF

QUESTION 10

How does a switch respond when it receives a message?

- A. It reads the Layer-5 information and sends the message directly to the intended computer.
- B. It reads the Media Access Control (MAC) address and broadcasts the message to all the computers that are connected to the switch.
- C. It reads the Media Access Control (MAC) address and sends the message directly to the intended computer.

- D. It reads the Layer-5 information and broadcasts the message to all the computers that are connected to the switch.

Correct Answer: C

QUESTION 11

Internet Protocol videoconferencing (IP/VC) provides which two business benefits? (Choose two.)

- A. Reduced travel time for instructors responsible for different geographic sites
- B. Real-time discussions of patient information among remote medical teams
- C. Improved morale and reduced turnover among employees who receive timely business updates
- D. Increased sales and customer satisfaction due to current product information disseminated simultaneously to a global sales force by headquarters

Correct Answer: AB

QUESTION 12

Is an open standard promotes interoperability among the wireless client adapters and dial-in servers from different vendors.

- A. WEP
- B. HTTP
- C. SSID
- D. EAP

Correct Answer: D

QUESTION 13

If a customer needed to load-balance across multiple data centers, which Cisco product would the customer consider?

- A. ACE Global Site Selector
- B. Site Balancer
- C. ISR Wide Area Acceleration Server
- D. Nexus Site Balancer
- E. ASR Virtual Balanced Network

Correct Answer: A

QUESTION 14

Which device is used in wireless networks to send transmissions to a target area?

- A. Optical fiber
- B. Access point
- C. Omni-directional antenna
- D. Directional antenna

Correct Answer: D

QUESTION 15

If a small business customer required mobility to be delivered via multiple access points, which wireless portfolio of solutions would be the best choice?

- A. aironet
- B. small multipro
- C. small business pro
- D. small business

Correct Answer: C

QUESTION 16

What are two appropriate uses for Internet Protocol TV broadcasting (IP/TV) technology? (Choose two.)

- A. Delivering information about changes in health benefit enrollment to all personnel
- B. Enabling online collaboration among research personnel
- C. Enabling an interactive virtual classroom for sales personnel in remote locations
- D. Delivering a strategic business update from the CEO to all personnel

Correct Answer: AD

QUESTION 17

Which Cisco security product line uses deep inspection to identify and prevent malicious attacks, resource misuse, and unauthorized access?

- A. MARS
- B. NAC
- C. VPN
- D. IPS

Correct Answer: D

QUESTION 18

What are three benefits that the Smart Business Architecture provides to customers? (Choose three.)

- A. enables efficient customer service effectiveness
- B. provides an empowered front-line workforce
- C. creates a more informed management.
- D. generates customer-specific configurations
- E. automatically matches customer needs to solutions
- F. provides an ROI analysis for decision-makers

Correct Answer: ABC

QUESTION 19

The Cisco IronPort portfolio performs which service?

- A. reduces the downtime that is associated with spam, viruses, and blended threats that are delivered via email
- B. determines if a user or device is authorized to access a switch port
- C. defends the perimeter from malicious users and unauthorized traffic
- D. provides a secure communication path through the internet

Correct Answer: A

QUESTION 20

How do Smart Business Architecture selling tools help partners increase sales?

- A. free partners from design tasks, which increases profitability
- B. focus on the prepare phase of the Cisco lifecycle services model, which maximizes revenue
- C. enable partners to increase professional services revenue by providing a complete, integrated solution for midsize firms and SMBs
- D. highlight additional point products that the customer may want

Correct Answer: C

QUESTION 21

A standard three-year term, next-business-day hardware replacement, and telephone support are features of which Cisco support program?

- A. SMARTnet
- B. SMB Foundation
- C. SMART Care
- D. Small Business Pro Service

Correct Answer: D

QUESTION 22

What are three common reasons why customers are saying that they need to evolve their data center? (Choose three)

- A. architectures that are inflexible and inefficient
- B. desire to use the same vendor for desktop and server deployments
- C. selecting best-performing vendors for each individual component
- D. existing equipment has reached end of life
- E. increasing operational costs of managing data centers
- F. demand among users for access to information anytime, anywhere

Correct Answer: AEF

QUESTION 23

Which Cisco product portfolio allows users to access their email, voice, and fax messages from a single inbox anytime, anywhere?

- A. Cisco Unity
- B. Cisco Integrated Messaging
- C. Cisco WebEx Connect
- D. Cisco Unified Personal Communicator

Correct Answer: A

QUESTION 24

Which tool provides a complete guide that makes it easier for partners, regardless of their experience level, to sell Cisco unified communications solutions to their customers?

- A. Sales Accelerator
- B. Competitive Edge
- C. Cisco Discovery
- D. Quote Builder
- E. Solution Expert

Correct Answer: A

QUESTION 25

Which Cisco product family is the recommended platform for 10 gigabit Ethernet in the data center?

- A. Catalyst
- B. ISR
- C. vCenter
- D. Nexus
- E. ASR

Correct Answer: D

QUESTION 26

What are the two primary advantages of content networking solutions? (Choose two.)

- A. Optimized processing of error notification
- B. Optimized processing of bandwidth requests
- C. Optimized processing of content delivery
- D. Optimized processing of content requests

Correct Answer: CD

QUESTION 27

There are many reasons why customers lack sufficient security measures on the network. Which two reasons for insufficient security are typical of the customers today? (choose two)

- A. the use of hosted email services eliminating the need for local security
- B. the perceived costs of security solutions
- C. the lack of risk analysis
- D. the lack of threats to their network
- E. the belief that free security tools are sufficient
- F. the desire to avoid unnecessary technologies

Correct Answer: BC

QUESTION 28

Content networking solutions improve access to which two types of content? (Choose two.)

- A. Media-rich e-learning
- B. Video presentations from corporate leaders
- C. Real-time financial system reports
- D. Text-based enterprise e-mail distribution

Correct Answer: AB

QUESTION 29

What ensures that voice packets are given priority throughout the network so that conversations arrive intact?

- A. Centrex
- B. Packet encryption
- C. Intelligent call routing
- D. QoS

Correct Answer: D

QUESTION 30

What are three current business factors that are influencing customer decisions in making technology investments?(choose three)

- A. number of product features
- B. return on investment
- C. competitiveness
- D. regulation
- E. day one costs
- F. availability of budget

Correct Answer: BCD

QUESTION 31

The ability to stack switches using cisco stackwise technology provides A number of important benefits to the customer. which of these is A benefit of cisco stackwise?

- A. allows multiple switches to be managed as A single device.
- B. eliminates the need to purchase smartnet on individual switches in the stack
- C. allows cisco smart switches to be incorporated into the stack
- D. enables switches in multiple wring closets to provide failover for each other

Correct Answer: A

QUESTION 32

Which three characteristics are unique to the buying process for A small business compared with the buying process for an enterprise?(choose three)

- A. influenced by peers
- B. not constrained by formal RFP
- C. much faster
- D. less educated
- E. focused primarily on cost
- F. technology focused

Correct Answer: ABC

QUESTION 33

Which device is installed in user devices and makes wireless connections between them and a network?

- A. Access point
- B. Bridge
- C. Router
- D. Client adapter

Correct Answer: D

QUESTION 34

Which three are current small business needs for technology investments? (Choose three)

- A. be more productive
- B. plan for today
- C. work from anywhere
- D. reduce reliance on technology
- E. serve customers better
- F. minimize network investments

Correct Answer: ACE

QUESTION 35

In which area of the campus LAN are the user computers attached to the network?

- A. core
- B. access
- C. distribution
- D. aggregation

Correct Answer: B

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