



646-204

(Cisco Sales Expert)

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Question: 1

Which Cisco program fairly and equitably rewards partners that actively identify, develop, and win new business opportunities in targeted market segments?

- A. Value Incentive Program
- B. Solution Incentive Program
- C. Opportunity Incentive Program
- D. Foundation Advantage
- E. Opportunity Incentive Program

Answer: C

Question: 2

What feature does the Partner E-Learning Connection provide?

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

Answer: C

Question: 3

Which two of the following are benefits of engaging Cisco field resources? (Choose two.)

- A. Maximize the number and value of customer sales engagements
- B. Access free implementation and support services
- C. Eliminate sales and marketing expense
- D. Increase revenue and improve margin
- E. Access free hardware and software for resale

Answer: A, D

Question: 4

What is a wide-area network (WAN)?

- A. A network that connects client devices wirelessly using radio waves
- B. A network that crosses metropolitan, regional, or national boundaries

- C. A network that is restricted to a single building, a group of buildings, or even a single room
- D. A network that encompasses an entire city or metropolitan area and connects multiple local-area networks (LANs)

Answer: B

Question: 5

In which area of the campus local-area network (LAN) are the user computers attached to the network?

- A. Core
- B. Access
- C. Distribution
- D. Aggregation

Answer: B

Question: 6

Which Cisco software provides intelligence to the network?

- A. Cisco IOS
- B. CiscoWorks
- C. Cisco ONS 15540
- D. Cisco CallManager

Answer: A

Question: 7

A software engineering firm wants to streamline call center operations to reduce customer wait times and improve employee productivity. Which Cisco solution best matches this business need?

- A. Optical network
- B. IP telephony
- C. WLAN
- D. DSL

Answer: B

Question: 8

3

What are five layers in the OSI model? (Choose five.)

- A. Session
- B. Physical
- C. Protocol
- D. Gateway
- E. Data link
- F. Transport
- G. Application

Answer: A, B, E, F, G

Question: 9

What is the key element in SMB solutions?

- A. They provide the lowest possible cost.
- B. They reduce the cost and complexity associated with multiple services in a single device.
- C. They reduce complexity by eliminating features.
- D. Consumer-level products are suitable for SMB needs.
- E. Reliability is not important since replacement products are inexpensive.

Answer: B

Question: 10

What are two software-based attacks that disable individual workstations and typically spread from user to user by e-mail? (Choose two.)

- A. Virus
- B. Worm
- C. Trojan
- D. Executable

Answer: A, B

Question: 11

SMARTnet and SMARTnet Onsite provide which two services? (Choose two.)

- A. Updates to all Cisco software
- B. Support for Cisco IOS software
- C. Registered access to Cisco.com
- D. Support for application software such as Cisco CallManager

Answer: B, C

Question: 12

Which program has been specifically designed for small-sized and medium-sized businesses and provides easy, cost-effective network support to help ensure reliable operations, contain costs, and protect their investments?

- A. Cisco Software Application Support Services
- B. Cisco Focused Technical Support Services
- C. Cisco Smart Foundation Service
- D. Cisco SP Base
- E. Cisco SMARTnet Onsite

Answer: C

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