



650-175

(SMB Specialization for Account Managers)

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Question: 1

Which two indicators should be taken into consideration by a customer when installing a Wireless LAN Controller? (Choose two.)

- A. Want to provide employee wireless access
- B. Need between two and three access points
- C. Need more than four access points
- D. Want to provide guest wireless access

Answer: C, D

Question: 2

Which three statements best describe the features of the ProtectLink Gateway product? (Choose three.)

- A. Provides encryption between a browser and a web server
- B. Provides web server content filtering is bundled in the SPS platform
- C. Provides content filtering for e-mail blocks 97% of SPAM
- D. Protects from spyware and phishing attacks

Answer: B, C, D

Question: 3

Which three features can indicate that a potential SMB customer is in the SBR-defined growth phase? (Choose three.)

- A. Requesting convergence of voice and data
- B. Providing a customer with a basic up-to-date website
- C. Wanting greater connectivity for customers
- D. Focusing on becoming more efficient

Answer: A, C, D

Question: 4

Refer to the following items, which two are components of the Discovery Guide in the Cisco sales approach? (Choose two.)

- A. Probing more deeply into the customer's business challenges
- B. Recommending a business needs-based solution

- C. Calculating the customer's business need priorities
- D. Ranking customer business needs

Answer: C, D

Question: 5

Cisco Integrated Services Routers (ISR) help organizations optimize branch services into a single platform that delivers a consistent user experience with a lower total cost of ownership. Why are Integrated Services Routers well-positioned for the SMB market? (Choose two.)

- A. They require no configuration to install.
- B. They scan packets for malicious activity.
- C. They offer the best choice for remote access needs.
- D. They are integrated with firewall capabilities.

Answer: C, D

Question: 6

In the SPA9000 Voice system, which three components are bundled?

- A. Intercom and group paging
- B. Voice mail
- C. Auto attendant
- D. Contact center features

Answer: A, B, C

Question: 7

bMightyResearch shows that a significant percentage of SMBs will consider which factor in a UC solution?

- A. Costs out-weighing benefits
- B. Non-Cisco vendors providing more viable SMB solutions
- C. Cost savings to justify replacing existing legacy systems
- D. Minimized call-center effectiveness

Answer: C

Question: 8

3

Which of the following is the requirement for SMB network?

- A. QoS, multicast, cost effectiveness, redundancy
- B. Scalability, effectiveness, high availability, mobility
- C. Centralization, security, highly available, scalability
- D. Cost effectiveness, high availability, hosting multiple protocols, hosting web servers

Answer: B

Question: 9

The Cisco Monitor Director enables Cisco partners and managed service providers to provide comprehensive 24-hour remote real-time monitoring and management of data and voice services to their small and medium-sized (SMB) customers with 5 to 250 users. Which description is correct about Cisco Monitor Director (CMD)?

- A. CMD provides a weekly reporting facility.
- B. CMD is an SNMP alarm-based monitoring function.
- C. CMD provides network management at a Cisco partner location.
- D. CMD allows monitoring of up to 100 SMBs.

Answer: C

Question: 10

Which three characteristics are common to the majority of switches in the Cisco Small Business portfolio? (Choose three.)

- A. Stacking options
- B. VLAN support
- C. Power over Ethernet
- D. Quality of Service

Answer: B, C, D

Question: 11

In the sales process, which tool below is useful to get solution requirements and pricing?

- A. Visio
- B. Quote Builder
- C. Smart Assist
- D. Partner Central

Answer: B

Question: 12

Assume that you are a Cisco technician, what resource will you recommend to a new Cisco partner for different kinds of tools?

- A. Steps to Success
- B. Channel Incentive program
- C. Partner Central
- D. Unified Communications for SMB

Answer: C

Question: 13

Refer to the following items, which two are benefits provided by Cisco Unified CallConnector to customer communications? (Choose two.)

- A. Connect feature in Communications Manager Express
- B. Screen Pops for incoming calls
- C. Click-to-dial access only for WebEx meetings
- D. Status of coworkers before placing a call

Answer: B, D

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