Cisco

650-175

SMBAM - SMB Specialization for Account Managers

QUESTION: 52

Compared to standard Cisco products, Cisco Small Business products are more efficient in addressing which installation requirement?

A. Wireless technology integration
B. VPN technology integration
C. Minimal technical complexity
D. Use of advanced reporting functions

Answer: C

QUESTION: 53

The Smart Business Communication System is comprised by which three foundational hardware components?

A. Cisco Monitor Directory
B. Cisco Unified Communication 500 series
C. Cisco 500 series phones
D. Catalyst Express

Answer: B, C, D

QUESTION: 54

In which SMB technology sector will customer concerns about technology maturity, cost effectiveness, quality of work life, and increased productivity and accuracy drive product demand?

A. Wireless
B. Network storage
C. E-commerce
D. Switching and routing
E. Security

Answer: C

QUESTION: 55

The ASA5510 solution for SMB is superior to the ASA 5505 because of which two primary features?

A. Intrusion prevention
B. The number of firewall connections allowed
C. The base price under $1000
D. Number of VLANs supported

Answer: A, B

QUESTION: 56
Cisco Catalyst Express 500 Series switches deliver best-in-class networking that is designed to meet the needs of growing businesses with up to 250 employees. Cisco Catalyst Express 500 Series Switch is applicable to which campus LAN area?

A. Core area
B. Distribution area
C. Access area

Answer: C

QUESTION: 57
Which two elements are involved in the solutions presentation while displaying the results of a Solutions Recommendation?

A. Employee concerns
B. The Value Assessment
C. The Discovery Guide
D. Additional partner services

Answer: B, C

QUESTION: 58
Which of the following items is most suitable for customers with up to 48 users on a network where voice communication is essential to business operation?

A. Cisco Smart Care Service
B. SMARTnet Partner Service

C. Cisco Smart Foundation Service
D. Cisco SMARTnet for SBCS

Answer: D

QUESTION: 59
The SMB Specialization is the first Cisco Partner Specialization that addresses high-level skills required to successfully design and deploy Cisco SMB (fewer than 250 employees) solutions. In which areas will SMBs require better products than found in retail stores?

A. Wireless, intranet, and wide-area networking
B. Voice, intranet, and security
C. Security, voice, and wide-area networking
D. Wireless, security, and voice

Answer: D

QUESTION: 60
The Cisco Smart Foundation Service is entry-level technical support service that provides the support that small businesses need to help them maintain network reliability and minimize disruption to business. Which three features are discovered in a target customer for Cisco Smart Foundation services? (Choose three.)

A. 50 or fewer network devices
B. Network is considered mission-critical
C. Fewer than 250 network users
D. Network is not mission-critical to business

Answer: A, C, D

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