

Exam Code: 646-363

Exam Name: Cisco Express Foundation for Account
Managers

Vendor: CISCO

Version: DEMO

Part: A

1: Which service is provided by Cisco SMARTnet?

- A.investment protection with upgrade discounts
- B.around-the-clock access to Cisco Technical Access Center
- C.Cisco Learning Credits for IT staff development
- D.service level agreements to ensure uptime requirements are met

Correct Answers: B

2: Which service component within the prepare phase recommends the appropriate technology strategy to address a business requirement of the customer?

- A.identifying what a customer requires from a proposed solution
- B.analyzes the customer's business requirements and recommends the appropriate Cisco technologies to meet business requirements
- C.determining what end-user training a customer requires
- D.addressing a customer's physical requirements

Correct Answers: B

3: What best explains why the banking industry is ready to take advantage of an integrated network infrastructure?

- A.Many banks are still connecting via dial-up.
- B.Many banks need to consolidate departments and resources.
- C.Many banks find themselves with an obsolete branch infrastructure.
- D.Many banks need back-office process streamlining.

Correct Answers: C

4: A new client of yours is experiencing a growth spurt. The client's IT staff is making network changes manually and, as a consequence, is extremely overworked. You suggest the client implement a network management system, citing which important business benefit?

- A.potential for outsourcing the IT staff
- B.provision of an out-of-band management architecture
- C.threat mitigation
- D.reduction in network downtime

Correct Answers: D

5: Which three of these service components are in the design phase? (Choose three.)

- A.Account Qualification and Planning
- B.Detailed Design Development
- C.Staff Training
- D.Systems Acceptance Test Plan Development
- E.Staging Plan Development
- F.Site Readiness Assessment

Correct Answers: B D E

6: Which three business requirements development activities are performed in the prepare phase before creating a technology strategy? (Choose three.)

- A. identifying and assessing customer business requirements
- B. documenting and categorizing customer business requirements in terms of performance, availability, capacity, and security
- C. producing a documented technology strategy
- D. creating a bill of materials
- E. presenting documented business requirements to a customer and having the customer validate them
- F. completing a site survey

Correct Answers: A B E

7: What is a Cisco industry initiative that uses the network infrastructure to enforce security policy compliance on all devices that are seeking to access the network?

- A. Cisco Adaptive Threat Defense
- B. Cisco Secure Access Control
- C. Cisco Network Admission Control
- D. Cisco Threat Defense System

Correct Answers: C

8: Cisco Catalyst 4500 Series switches are attractive to medium-size campuses with growth opportunities due to the switches' enhanced security and which two other features? (Choose two.)

- A. enhanced multilayer software image
- B. connectivity to multiple types of WAN connections
- C. Cisco Unified Communications Manager
- D. QoS for converged networks
- E. modular, customizable components

Correct Answers: D E

9: The Cisco UC520 provides integrated WLAN connectivity to mobile clients for which technology?

- A. voice only
- B. data only
- C. data and voice

Correct Answers: C

10: Which three features does the Cisco UC520 support? (Choose three.)

- A. Cisco Unity Express
- B. distributed routing
- C. Storage Area Networks
- D. analog devices
- E. Telepresence
- F. security, firewall and VPN

Correct Answers: A D F