

Exam Code: 646-204

Exam Name: Cisco Sales Expert

Vendor: CISCO

Version: DEMO

Part: A

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

Correct Answers: C

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

Correct Answers: C

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

Correct Answers: A D

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)

Correct Answers: B

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

Correct Answers: B

6: Which Cisco software provides intelligence to the network?

- A.Cisco IOS

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

Correct Answers: A

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

Correct Answers: B

8: 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

Correct Answers: A B E F G

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.

Correct Answers: B

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

Correct Answers: A B

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

Correct Answers: B C

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

Correct Answers: C

13: Which network security strategy element refers to implementing barriers that serve as both physical and virtual protections against possible threats?

- A.test the system
- B.secure the network
- C.monitor and respond
- D.develop security policy

Correct Answers: B

14: What distinguishes IP telephony from standard analog telephony?

- A.IP telephony uses IP addressing to provide a single dedicated path through a circuit-switched network.
- B.IP telephony uses IP addressing to enable two-way voice transmission over a packet-switched TCP/IP network.
- C.IP telephony uses TCP/IP to ensure that voice packets are given priority throughout the network so that conversations arrive intact.
- D.IP telephony uses IP addressing to establish a single dedicated path through a packet-switched network.

Correct Answers: B

15: Cisco 12000 Series routers provide carrier-class availability and performance in both the network backbone and at the edges.

This solution is appropriate for a _____.

- A.midsize financial services company that has acquired a smaller company, which has locations in three different cities
- B.new and growing Internet hosting company with global Internet data centers whose business customers depend on the reliability of the network
- C.university that wants to create an integrated communications network that supports distance learning, e-learning, and collaborative research
- D.midsize enterprise organization that is migrating to a converged network for its internal employees to address user needs for voice, video, and data

Correct Answers: B