Exam Code: 646-151

Exam Name: Cisco Sales Associate

Vendor: CISCO

Version: DEMO

Part: A

1: Without a service contract that supports the refresh of Cisco IOS software, what must customers do?

A.use an alternative to Cisco IOS software

B.purchase releases, enhancements, or updates separately

C.find a network application software that can perform the same functions

D.call the Cisco Technical Assistance Center (TAC) to obtain releases, enhancements, or upgrades

Correct Answers: B

2: Which three are standard Cisco warranties? (Choose three.)

A.full lifetime hardware warranty

B.standard 90-day hardware and software warranty

C.end-user software license agreement and software warranty

D.five-year limited hardware and one-year limited software warranty

Correct Answers: B C D

3: Overlapping the cells of _____ increases the network area and allows users to roam between cells while remaining connected to the network.

A.routers

B.bridges

C.access points

D.client adapters

Correct Answers: C

4: 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

5: A company wants to use new data-intense applications that will require dedicated bandwidth and greater network capacity. The company is currently using hubs that are connected to a router for Internet access. Which two solutions should an account manager recommend that would best meet the needs of the customer? (Choose two.)

A.replace all the hubs with bridges at the access area

B.replace all the hubs with switches at the access area

C.create a network distribution area that is composed of routers

D.create a network distribution area that is composed of Layer-2/3 switches

Correct Answers: B D

6: Which is a series of Cisco routers?

A.2900

B.3500

C.3700

D.6500

Correct Answers: C

7: Which technology creates an encrypted tunnel through a shared public network infrastructure, such as the Internet, to provide a secure connection between endpoints?

A.optical networking

B.digital subscriber line (DSL)

C.Virtual Private Network (VPN)

D.Hypertext Transport Protocol (HTTP)

Correct Answers: C

8: Which Cisco product is a stand-alone hardware component that blocks unwanted connections to the network?

A.Cisco Firewall Services Module (FWSM)

B.Cisco Private Internet Exchange (PIX) Firewall

C.Cisco Internetwork Operating System (IOS) Firewall

D.Cisco Virtual Private Network/Security Management Solution (VMS)

Correct Answers: B

9: What is the minimum number of days Cisco hardware and software products are covered under warranty?

A.30

B.60

C.90

D.120

Correct Answers: C

10: What is a Cisco warranty?

A.the company's assurance that new parts will be delivered to the customer in fewer than ten business days

B.the company's promise to customers that Cisco will be responsible for all repair and replacement of products at the customer's site

C.the company's assurance that the company will be responsible for the repair and replacement of defective parts associated with equipment for an unlimited period of time

D.the Cisco promise to customers that Cisco will be responsible for the repair and replacement of defective parts associated with equipment during a designated (finite) period of time

Correct Answers: D

11: In addition to telephone assistance, where can customers receive assistance from the Cisco Technical Assistance Center (TAC)?

A.the Cisco TAC website

B.their Service Account Manager (SAM)

C.industry-leading Cisco technical journals

D.the Help feature within the Cisco Bug Toolkit

Correct Answers: A

12: Which network technology allows for the monitoring of active communication networks to diagnose problems and gather statistics for network administration?

A.network security

B.content networking

C.network management

D.campus local-area networking

Correct Answers: C

13: What is a network that is composed of smaller local-area networks (LANs) that exist within a business campus?

A.campus LAN

B.LAN campus subnet

C.campus wide-area network (WAN)

D.campus storage-area network (SAN)

E.campus local-area neighborhood (LAN)

F.campus metropolitan-area network (MAN)

Correct Answers: A

14: Which strategy protects network resources and services from unauthorized actions?

A.network security

B.network management

C.collaborative networking

D.content storage networking

Correct Answers: A

15: What is the most commonly used encryption technology?

A.802.11g

B.service set identifier (SSID)

C.Wired Equivalent Privacy (WEP)

D.Extensible Authentication Protocol (EAP)

Correct Answers: C