Exam Code: 646-202

Exam Name: Cisco Sales Expert(CSE)

Vendor: CISCO

Version: DEMO

Part: A

1: What are two business benefits of storage networking solutions? (Choose two.)

A.Cash flows from online business transactions will improve.

B.Network availability will be improved through load balancing.

C.IT staffs will be able to centralize network management functions.

D.Business will be able to recover from "man-made" or natural disasters.

Correct Answers: C D

2: Which Cisco product provides network services that include management of virtual storage-area networks (VSANs), advanced traffic management, and sophisticated diagnostics?

A.ICS 7750

B.MDS 9000 Family

C.ONS 15000 Series

D.5400 Storage Router Series

Correct Answers: B

3: What is storage networking?

A.optical storage networks based on the Fibre Channel protocol

B.hardware and software that deliver rich media to the network edge

C.hardware and software that unite multiple server-based storage areas

D.a storage array attached to a server using a Small Computer Systems Interface (SCSI)

Correct Answers: C

4: What are two benefits of an optical networking solution? (Choose two.)

A.supports bandwidth on demand

B.provides support for mobile workers

C.increases network transmission speeds

D.offers simple installation and configuration

Correct Answers: A C

5: Which two characteristics of optical networks allow data to be transmitted over extremely long distances? (Choose two.)

A.no encryption

B.minimal signal loss

C.no bandwidth limits

D.no electromagnetic interference (EMI)

Correct Answers: B D

6: Which CiscoWorks network management solution provides end-to-end quality of service (QoS) for enterprise networks with converged voice, video, and data?

A.VMS

B.LMS

C.QPM

D.RWAN

Correct Answers: C

7: Which is an opportunity indicator for a CiscoWorks QoS Policy Manager (QPM) solution?

A.a midsize insurance company hoping to cut toll-call costs to foreign branch offices

B.an Internet service provider (ISP) needing to provide better quality of service (QoS) to its customers

C.a growing enterprise wanting to automate and simplify diagnosing network problems at branch offices

D.a global enterprise needing end-to-end quality of service (QoS) for a converged voice, video, and data network

Correct Answers: D

8: 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

9: Cisco.com is a portal that provides customers access to _____.

A.spare parts

B.unlimited software downloads

C.major upgrades for their CiscoWorks 2000 software

D.online product and technology information, interactive network management and diagnostic tools, and empowering knowledge transfer

resources

Correct Answers: D

10: 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

11: Which three are benefits of advance replacement? (Choose three.)

A.It saves customers time.

B.Customers receive the latest software releases.

C.Customers do not incur costs associated with warehousing and inventory management.

D.It gives immediate access to a technical expert who can quickly diagnose and resolve hardware issues.

Correct Answers: A C D

12: Which Cisco Technical Service and Support program offers service providers with the support they need to keep their networks running?

A.SASU

B.SPBase

C.SMARTnet

D.Shared Support

Correct Answers: B

13: 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

14: Approximately 75% of all Cisco customers regularly update their Cisco IOS software. What is a potential consequence of not regularly updating Cisco IOS software?

A.Employee dissatisfaction could increase.

B.A customer could fall behind competitors in the market.

C.A customer may not be able to use all their software on their company network.

D.It could take longer to escalate calls within the Cisco Technical Assistance Center (TAC).

Correct Answers: B

15: Limited TAC support is available under which warranty option?

A.90-day limited hardware warranty

B.1 year limited hardware warranty

C.5 year limited hardware and 1 year limited software warranties

D.limited lifetime hardware warranty

Correct Answers: C