

Exam Code: 646-229

Exam Name: IP Communications Advanced Account
Manager

Vendor: CISCO

Version: DEMO

Part: A

1: Which router is an ideal platform for customers that want the widest variety of network interfaces and services, including Virtual Private Network (VPN), intrusion detection, and IP communications?

- A.Cisco 800 Series Integrated Services Routers
- B.Cisco 1800 Series Integrated Services Routers
- C.Cisco 2800 Series Integrated Services Routers
- D.Cisco 3800 Series Integrated Services Routers

Correct Answers: D

2: What are two areas of significant savings commonly associated with a converged voice and data solution, as compared to separate networks? (Choose two.)

- A.move, add, and change orders
- B.data storage
- C.limited access
- D.cabling
- E.flexible staff scheduling

Correct Answers: A D

3: Which product enables SMBs and enterprise branch offices to use Cisco Unity Express to cost-effectively integrate voice mail and auto attendant services?

- A.Cisco 800 Series Integrated Services Routers
- B.Cisco 1800 Series Integrated Services Routers
- C.Cisco 2800 Series Integrated Services Routers
- D.Cisco 3800 Series Integrated Services Routers

Correct Answers: C

4: Which feature is the primary differentiator of Cisco Emergency Responder to traditional E911 solutions?

- A.allows other advanced software to exist with Cisco CallManager Express software
- B.frees telecommunications resources from E911 location database updates
- C.automates outgoing emergency call routing
- D.cuts telecommunication infrastructure investments over the long term

Correct Answers: B

5: Which Cisco IP phone would be most appropriate for a customer who would like to have additional lines and speed dial buttons on their phone?

- A.Cisco IP Phone 7902G
- B.Cisco IP Phone 7910SW
- C.Cisco IP Phone 7914 Expansion Module
- D.Cisco IP Phone 7940

Correct Answers: C

6: Which statement best describes the value proposition for migration to an integrated services router platform?

A.Integrated services routers connect legacy applications to provide a seamless migration path to IP telephony

B.Integrated services routers are the first and only routers to offer an integrated systems approach that maximizes operating efficiencies and adds intelligence to the network.

C.Integrated services routers interconnect networks, connect network devices, and route traffic over the network.

D.Integrated services routers extend telephony features and functions to IP phones, VoIP gateways, media-processing devices, and multimedia applications.

Correct Answers: B

7: What is a key benefit of a converged solution for many organizations?

A.controls the high service costs that discourage network moves, adds, and changes

B.reduces reliance on switch technology

C.significantly reduces the TCO of voice networks in the short term

D.combines all data and voice networks under one system

Correct Answers: A

8: Which statement best describes one of the market trends toward a converged solution?

A.By 2007, traditional vendors will have developed new TDM systems.

B.Exam Codes are beginning to increase their support of TDM.

C.Exam Codes are offering IP-enabled PBX solutions that require the use of legacy PBX hardware.

D.Customers face the decision to continue spending to extend the life of a traditional system or invest in IP

Correct Answers: D

9: After a series of strategic acquisitions, a midsize prospect wishes to acquire the ability to link together IP and legacy phones in a single meeting. The solution also must be scalable and accommodate conference participants regardless of location. The communications of the firm rely upon a combination of IP networks and the PSTN.

Which two applications best meet these needs? (Choose two.)

A.Cisco Personal Assistant

B.Cisco Emergency Responder

C.Cisco Conference Connection

D.Cisco MeetingPlace

E.Cisco IP Contact Center

Correct Answers: C D

10: A customer requires a software-based call-processing agent that extends enterprise telephony features and capabilities to packet telephony network devices. Which application would meet the needs of the customer?

A.Cisco Unity Express

- B.Cisco Unity Unified Messaging
- C.Cisco IP Contact Center
- D.Cisco IP telephony
- E.Cisco CallManager

Correct Answers: E

11: The CIO of a company interested in IP telephony is concerned that an IP telephony solution will not work with third-party software and hardware. Which of these is the best response to this concern?

- A.Cisco IP telephony solutions can effectively replace functionality provided by third-party software and hardware
- B.Cisco IP telephony solutions maintain interoperability through the use of a single-vendor network.
- C.Cisco IP telephony solutions work with third-party PBX hardware and software.
- D.Cisco IP telephony solutions are open standards-based.

Correct Answers: D

12: Tracking employee productivity and simplifying employee training describe common concerns among individuals who fulfill which one of these roles?

- A.telecommunications manager
- B.IT manager
- C.human resources manager
- D.marketing manager

Correct Answers: C

13: What are two advantages that a competitor might attribute to an IP-enabled PBX? (Choose two.)

- A.open standards that support third-party devices and software
- B.investment protection
- C.end-to-end IP telephony solution
- D.retention of existing hardware

Correct Answers: A B

14: What are two advantages of a Cisco converged IP telephony solution? (Choose two.)

- A.supports TDM as an emerging standard in telecommunications
- B.provides a high level of security because voice and data networks are separate
- C.incorporates open standards that support third-party devices and software
- D.is highly scalable with support for up to 30,000 phones per cluster

Correct Answers: C D

15: Read the customer objection and select the two best answers. (Choose two.)

Telecommunications manager: Everyone knows that Cisco is good at data, but you simply do not have voice experience. None of your account managers, systems engineers, or professional service people truly understands the voice environment.

A.I understand your concern, especially because we are so well known for data. In addition to our data experience, we are also very familiar with the voice environment. In fact, we helped invent voice technology.

B.I am glad you brought that up! It is true that at one time, we were focused more on data than on voice. Today, however, Cisco has a large percentage of employees with voice experience.

C.Thank you for mentioning that point. Because our focus is on QoS, which is currently not supported by the Internet, people often believe that Cisco has no voice experience

D.That is a valid concern, and I would like to address it. While it is true that we are strong in the data arena, we are also actively and aggressively investing in staff voice skills, and also recruiting the finest voice professionals in the market. The strength of our voice team has brought us a great deal of respect in the marketplace.

Correct Answers: B D