

Exam Number/Code : 646-205

Exam Name: Cisco Sales Expert

Version : Demo

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QUESTION 1

What is A WAN?

- A. A network that is restricted to A single building ,A group of buildings, or even A single room
- B. A network that encompasses an entire city or metropolitan area and. connects multiple LANs
- C. A network that connects client devices wirelessly using radio waves
- D. A network that crosses metropolitan, regional, or national boundaries

Answer: D

QUESTION 2

Which network technology addresses these customer business needs: shrinking budgets and IT staffs, more complex networks, and an increased need for network security?

- A. Optical network
- B. Storage-area network (SAN)
- C. Content delivery network (CDN)
- D. Network management

Answer: D

QUESTION 3

What feature does the Partner E-Learning Connection provide?

- A. Lists of training-partner class offerings
- B. Hosted website that partners use to deliver e-learning to customers
- C. Full versions of all Cisco technical-level classes
- D. Flexibility, web-based knowledge and learning
- E. Live instructor-led, web-based classes

Answer: D

QUESTION 4

Small businesses face unique customer challenges, which three challenges are small businesses looking to overcome? (choose three)

- A. technical staffing
- B. data center deployments
- C. employee training
- D. cost containment
- E. operational efficiency
- F. customer responsiveness

Answer: DEF

QUESTION 5

Which two Internet Protocol (IP) telephony devices are best categorized as infrastructure components? (Choose two.)

- A. Call management software
- B. Media Convergence Servers (MCSs)
- C. Voice gateways
- D. IP telephones

Answer: BC

QUESTION 6

Which Cisco collaboration service will encourage true customer intimacy by quickly and proactively connecting people with the information, expertise and support that they need?

- A. ip communications
- B. conferencing
- C. customer care
- D. telepresence
- E. messaging

Answer: C

QUESTION 7

Which Cisco collaboration product line will reduce TCO. Improve the user experience and productivity, and increase business relevance?

- A. customer care
- B. conferencing

- C. messaging
- D. telepresence
- E. IP communications

Answer: E

QUESTION 8

Simplified guest access, comprehensive communication and collaboration, and optimized asset and network visibility are benefits of which type of Cisco deployment?

- A. Cisco Cloud Computing
- B. Cisco Routing and Switching
- C. Cisco Wireless
- D. Cisco Conferencing

Answer: C

QUESTION 9

Which three benefits are provided by the implementation of cisco c-series servers into A virtualized data center environment? (choose three)

- A. blade-based deployments
- B. enterprise-focused design
- C. infiniband networking
- D. cost-effective server
- E. storage-intensive platform
- F. extended memory support

Answer: DEF

QUESTION 10

How does a switch respond when it receives a message?

- A. It reads the Layer-5 information and sends the message directly to the intended computer.
- B. It reads the Media Access Control (MAC) address and broadcasts the message to all the computers that are connected to the switch.
- C. It reads the Media Access Control (MAC) address and sends the message directly to

the intended computer.

D. It reads the Layer-5 information and broadcasts the message to all the computers that are connected to the switch.

Answer: C