Exam Number/Code:650-195

Exam Name:SMBEN - SMB Solutions for Engineers

Version: Demo

QUESTION NO: 1
Which three pre-sales Smart Design documents are available to help you implement and install a solution? (Choose three.)

A. Small Business Product Guide
B. Design Guide
C. Application Notes
D. Solution Profile
E. Cisco Configuration Assistant
F. Implementation Guide

Answer: A,D,E

QUESTION NO: 2
Which program houses all the SMB partner training resources?

A. Partner Education Connection
B. Campaign Builder
C. Market Cisco Technologies and Services
D. SMB University
E. Select Certification

Answer: A

QUESTION NO: 3
What is the minimum level of account access that partners need to download Cisco Configuration Assistant from Cisco.com?

A. Guest
B. Partner
C. Select
D. Privileged
E. Cisco CCIE

Answer: C

QUESTION NO: 4
Which Cisco Small Business wireless product includes a 5-port switch?

A. WAP200E
B. WAP200

C. WET200
D. WAP2000
E. WAP4410N

Answer: C

QUESTION NO: 5
Which Cisco Small Business wireless product can be used to connect the network of a
office building to a warehouse across the street?

A. WAP2000
B. WET200
C. WAP200
D. WAP200E

Answer: B

QUESTION NO: 6
Which two types of information might be found at the Small Business Partner Central
website?
(Choose two.)

A. specialization and certification details
B. product information on the Data Center products-
C. online product ordering
D. technology partner products and services
E. sales program information

Answer: A,E

QUESTION NO: 7
What is the SMB Partner Practice Builder?

A. support for partners building a new business.
B. program to develop Unified Communications practice
C. technical support that requires an annual subscription
D. management consultancy service offered to develop partner business process.

Answer: B

QUESTION NO: 8
In what two ways to does the Cisco SR 520 Secure Router complement the Cisco Small Business Communications System? (Choose two.)

A. remote configuration of access points
B. stateful packet inspection firewall
C. Cisco Intrusion Prevention System
D. guest access
E. 10-Gigabit Ethernet connectivity

Answer: B,C

QUESTION NO: 9
Which companion switch is recommended to be installed with the Cisco Unified Communications 500 Series?

A. C2950
B. SRW224G4
C. ESW 500
D. C3750

Answer: C

QUESTION NO: 10
What is the primary benefit of Single Number Reach?

A. Employees can have their calls forwarded to the receptionist.
B. Employees can receive calls at their desk and cell phone simultaneously.
C. Customers can call one number to reach all employees.
D. Customers can call any office number and the receptionist receives the call.

Answer: B