

**Exam Number/Code:**700-505

**Exam Name:**SMB Specialization  
for Account Managers Exam

**Version:** Demo

<http://cert24.com/>

QUESTION NO: 1

In which two ways can Cisco solutions help resolve customer business challenges?  
(Choose two.)

- A. by supporting BYOD and increased mobility
- B. by providing a multisystem infrastructure that must be monitored and maintained by the IT staff
- C. by providing improved collaboration and communication tools
- D. by providing a complex borderless solution

Answer: A,C

QUESTION NO: 2

Which three options are opportunities for partners to introduce Cisco Meraki products to existing or prospective customers? (Choose three.)

- A. Cisco Meraki roadshow
- B. Webinars with a free AP for qualified attendees.
- C. Cisco Meraki equipment rental program
- D. Free mobile device management with Systems Manager
- E. Free product trials
- F. Free Cisco Meraki refurbished equipment

Answer: B,D,E

QUESTION NO: 3

Which four product categories have Cisco Meraki cloud-managed offerings? (Choose four.)

- A. IP telephones
- B. Cisco Telepresence
- C. Mobile device management
- D. Switches
- E. Security appliances
- F. Servers
- G. Storage
- H. Wireless access points

Answer: C,D,E,H

Reference: <http://meraki.cisco.com/>(see products)

QUESTION NO: 4

Which statement about the Threat Operations Center is true?

- A. It provides insight into threat trends and outlook
- B. It provides 24x7 coverage in three centers.
- C. It provides business hours global coverage
- D. It provides only automatic rule creation and quality control.

Answer: A

QUESTION NO: 5

Which three options are customer benefits of implementing a Cisco Borderless switching solution?

(Choose three.)

- A. Spanning Tree
- B. Smart Install
- C. AutoSmartPorts
- D. Smart CallHome
- E. Solar-powered
- F. Uninterruptable power

Answer: B,C,D