

**Cisco 646-204**

**646-204 Cisco Sales Expert**

**Practice Test**

**Version 2.2**

**QUESTION NO: 1****QUESTION NO: 2**

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

- A. No electromagnetic interference (EMI)
- B. Minimal signal loss
- C. No bandwidth limits
- D. No encryption

**Answer: A,B**

**QUESTION NO: 3**

What is a wide-area network (WAN)?

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

**Answer: C**

**QUESTION NO: 4**

Which IP telephony component provides call processing, such as signaling that in a traditional voice network is provided by switching equipment, such as a PBX?

- A. Voice gateways, such as the Cisco VG248 analog phone gateway
- B. Call-management hardware and software, such as Cisco Call Manager
- C. Client-based software, such as CiscoSoftPhone
- D. Advanced call-handling software, such as Cisco Unity

**Answer: B**

**QUESTION NO: 5**

A software engineering firm wants to streamline call center operations to reduce customer wait times and improve employee productivity. Which Cisco solution best matches this business need?

- A. IP Telephony
- B. DSL
- C. WLAN
- D. Optical Network

**Answer: A**

#### QUESTION NO: 6

A growing publishing firm needs a secure way for remote content editors to connect through the Internet to the company extranet.

Which Cisco solution best matches this business need?

- A. IP telephony
- B. Virtual Private Network (VPN)
- C. Content Networking
- D. Wireless network

**Answer: B**

#### QUESTION NO: 7

What creates an encrypted tunnel through a shared public network infrastructure, such as the Internet to provide a secure connection between remote users and a private network?

- A. VPN
- B. HTTP
- C. DSL
- D. Optical Networking

**Answer: A**

#### QUESTION NO: 8

What does a router do?

- A. Reads Media Access Control (MAC) addresses to forward messages to the correct location and connects the local-area network (LAN) to the wide-area network (WAN)

- B. Stores data on network and connects the local-area network (LAN) to the wide-area network (WAN)
- C. Routes traffic down alternative paths and connects the local-area network (LAN) to the wide-area network (WAN)
- D. Broadcasts data to all devices that are connected to it across the local-area network (LAN) and wide-area network (WAN)

**Answer: C**

#### **QUESTION NO: 9**

Which device is used in wireless networks to send transmission to a target area?

- A. Directional Antenna
- B. Optical fiber
- C. Omni-directional antenna
- D. Access point

**Answer: A**

#### **QUESTION NO: 10**

Which wireless local-area network (WLAN) device is often used to make wireless connections between buildings or campuses?

- A. Access Point
- B. Bridge
- C. Router
- D. Client Adapter

**Answer: B**

#### **QUESTION NO: 11**

On what type of network does the Cisco Unified Communications system reside?

- A. A single, joined voice, video and data network
- B. Voice networks only
- C. Wireless networks only
- D. Data networks only
- E. Independent voice, video and data networks

**Answer: A**

**QUESTION NO: 12**

Which Cisco router series is the premier high-end routing platform for service-provider backbone and edge applications that support DS3 for Frame Relay ?

- A. 7600 Series
- B. 12000 Series
- C. 10000 Series
- D. 15000 Series

**Answer: B**

**QUESTION NO: 13**

Which Internet Protocol (IP) telephony element is best categorized as a voice application component?

- A. Private branch exchange (PBX)
- B. Advanced audio conferencing software
- C. IP telephone
- D. Voice Gateway

**Answer: B**

**QUESTION NO: 14**

A Service Provider wants to prevent the repeat of a denial of service (DOS) attack that recently disabled Internet access for several thousand customers. Which Cisco solution best matches this business need?

- A. Wireless Network
- B. Network Security
- C. Virtual Private Network (VPN)
- D. Content Networking

**Answer: B**

**QUESTION NO: 15**

Which network security strategy element refers to implementing barriers that serve as both physical and virtual protection against possible threats?

- A. test the system
- B. secure the network
- C. develop security policy
- D. monitor and respond

**Answer: B**

#### **QUESTION NO: 16**

What features does the partner E-learning connection provide?

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

**Answer: D**

#### **QUESTION NO: 17**

Which component should you use to reduce collision issues on a large LAN?

- A. switch
- B. printer
- C. host
- D. repeater

**Answer: A**

#### **QUESTION NO: 18**

Which device is used in wireless networks to send transmission to a target area?

- A. Optical fiber
- B. Access point
- C. Directional Antenna
- D. Omni-directional antenna

**Answer: C**

**QUESTION NO: 19**

Which tool provides a complete guide that makes it easier for partners, regardless of their experience level to sell Cisco Unified Communications solutions to their customers?

- A. Cisco Discovery
- B. Solution Expert
- C. Sales Accelerator
- D. Quote Builder
- E. Competitive Edge

**Answer: C**

**QUESTION NO: 20**

A software engineering firm wants to streamline call center operations to reduce customer wait times and improve employee productivity. Which Cisco solution best matches this business need?

- A. Optical Network
- B. DSL
- C. IP Telephony
- D. WLAN

**Answer: C**

**QUESTION NO: 21**

In which are of the campus local-area network (LAN) are the user computers attached to the network?

- A. Distribution
- B. Access
- C. Aggregation
- D. Core

**Answer: B**

**QUESTION NO: 22**

What type of approach is used to deploy, operate and optimize Cisco Solutions?

- A. Lifecycle services
- B. Lifetime advantage
- C. Lifecycle advantages
- D. Lifestyle advantages
- E. Lifestyle services

**Answer: A**

#### QUESTION NO: 23

Which interoperability standard provides a maximum speed on a wireless local-area network (WLAN) of 11 megabits per second?

- A. 802.11a
- B. Service set Identifier (SSID)
- C. 802.11b
- D. 802.11g

**Answer: C**

#### QUESTION NO: 24

Cisco 12000 Series routers provide carrier-class availability and performance in both the network backbone and at the edges. This solution is appropriate for a \_\_\_\_\_.

- A. Midsize financial services company that has acquired a smaller company, which has locations in three different cities
- B. University that wants to create an integrated communications network that supports distance learning, e learning and collaborative research
- C. New and growing Internet hosting company with global Internet data centers whose business customers depend on the reliability of the network
- D. Midsize enterprise organization that is migrating to a converged network for its Internal Employees to address user needs for voice, video and data

**Answer: C**

#### QUESTION NO: 25

Which Internet Protocol (IP) telephony component category includes network-based software elements that enable advanced IP telephony functions?



- A. Infrastructure
- B. Call Management
- C. Clients
- D. Voice Applications

**Answer: D**

**QUESTION NO: 26**

What strategy will protect network resources and services from unauthorized actions?

- A. Network security
- B. Collaborative networking
- C. Network Management
- D. Content storage networking

**Answer: A**

**QUESTION NO: 27**

Which Cisco product is a software component that blocks unwanted connections and provides other gateway security functions for small business?

- A. Cisco Private Internet Exchange (PIX) Firewall
- B. Cisco Secure Access Control Server (ACS)
- C. Cisco Firewall Services Module (FWSM)
- D. Cisco Internetwork Operating System (IOS) Firewall

**Answer: D**

**QUESTION NO: 28**

How many layers are in the OSI Model?

- A. 8
- B. 5
- C. 7
- D. 6

**Answer: C**

**QUESTION NO: 29**

Which program has been specifically designed for small-sized and medium-sized businesses and provides easy, cost-effective network support to help ensure reliable operations, contain costs and protect their investments?

- A. Cisco SP Base
- B. Cisco Smart Foundation Service
- C. CiscoSMARTnet Onsite
- D. Cisco Software Application Support Services
- E. Cisco Focused Technical Support Services

**Answer: B**

**QUESTION NO: 30**

Which Cisco product is a hardware component that supports content filtering and other gateway security functions for the Catalyst 6500 Series?

- A. Cisco Firewall Services Module (FWSM)
- B. Cisco Internetwork Operating System (IOS) Firewall
- C. Cisco VPN/Security Management Solution (VMS)
- D. Cisco Private Internet Exchange (PIX) Firewall

**Answer: A**

**QUESTION NO: 31**

SAS and SASU provide which two services? (Choose two.)

- A. Online support
- B. Maintenance updates
- C. On-site support
- D. Replacement of hardware

**Answer: A,B**

**QUESTION NO: 32**

Which two of the following are benefits of engaging Cisco Field Resources? (Choose two.)

- A. Access free implementation and support services