Cisco

Exam 646-206

Cisco Sales Expert

Version: 18.0

[Total Questions: 60]

Topic 1, Cisco Architectures for Business Transformation

Question No : 1 - (Topic 1)

What are three current business factors that are influencing customer decisions in making technology investments? (Choose three.)

A. return on investment
B. competitiveness
C. number of product features
D. day one costs
E. regulation
F. availability of budget

Answer: A,B,E

Explanation:

According to the Cisco CSE online training course, the current business factors that most influence customer decisions when making technology purchases is the rate of the return on investment, the competiveness of the products, and the new regulations and rules that must be adhered to.

Question No : 2 - (Topic 1)

Which three services does Cisco provide to customers? (Choose three.)

A. Cisco focuses solely on the cloud and web-based offerings, enabling endpoints to communicate.
B. Cisco accelerates the ability of IT to align more closely with the business and how people actually work.
C. Cisco delivers deployment agility across endpoints and the network, including the cloud, whether on premises or off premises.
D. Cisco focuses mainly on devices linking endpoints and applications via a common framework.
E. Cisco delivers borderless experience across all major devices and operating systems.

Answer: B,C,E

Explanation: By process of elimination A and D are not true, so B, C, E is correct. Cisco

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focuses on a variety of products outside of cloud and we based offerings and devices linking enpoints, such as their vast router, switch, and appliance portfolio, along with the actual endpoints themselves such as VOIP phones and conferencing systems.

Question No : 3 - (Topic 1)

You discover that a financial institution is planning to acquire two banks and wants to scale its infrastructure independent of the size of the acquired entities and deliver next-generation functionality almost immediately. Which three options are the most appropriate questions to ask a business decision maker? (Choose three.)

A. What are your plans for expanding services and offerings to your customers and your staff?
B. What issues are you experiencing related to technical readiness, implementation, monitoring, and optimization?
C. How are growing costs affecting the flexibility of your company and its profit margin?
D. How quickly can your IT staff roll out new applications?
E. What do you see as the greatest risks to your business?
F. What technical issues concern you the most?

Answer: A,C,E

Explanation:

Choices A, C, and E are the best as they are open ended, and geared towards a discussion in how the Cisco products and services can help the financial institution grow their business.

Question No : 4 - (Topic 1)

What are three of the major technological and demographic transitions occurring today that are having a profound effect on business and IT? (Choose three.)

A. the adoption of mobile devices in the enterprise due to consumerization
B. the decrease in the number of collaborative tools
C. application of social software in enterprise collaboration

D. predominant and increased use of text- or document-centric communication tools

E. divergence of desktop virtualization and unified communications

F. the increase and foreseen pervasive use of video for all communications

Answer: A,C,F

Explanation:

A, C, F are the only options that make sense. Choice B is obviously wrong as there are a growing number of collaborative tools, not a decreasing number. D is also obviously wrong as more and more communication tools are online or digital, not text or document based.

Topic 2, Cisco Partner Advantage

Question No : 5 - (Topic 2)

Which option best describes the primary value of the Cisco IP Next-Generation Network?

A. interoperates seamlessly with customers, though with only a few applications

B. provides unique network intelligence that runs throughout the architecture, regardless of traffic mix or device

C. embeds intelligence in the core only

D. provides an access-specific solution that targets optical and Ethernet products

E. integrates only two of the four Cisco architectures

Answer: B

Explanation:

The Cisco IP Next-Generation Network provides unique network intelligence that runs throughout the architecture, regardless of traffic mix or device. This integrates all of the Cisco architectures with the goal or providing interoperability with customer though numerous different applications and provides intelligence throughout the entire network.

Question No : 6 - (Topic 2)

What is the Cisco goal regarding market share for each of the major markets that its

products compete in?

A. to compete effectively in every market in which Cisco participates
B. to be No.1 or No. 2 in every market in which Cisco participates
C. to be in the top 1 percent in every market in which Cisco participates
D. to be first in every market in which Cisco participates

Answer: B

Explanation:

Cisco's stated goal is to be the number 1 or 2 provider in each and every market that it participates in.

Question No : 7 - (Topic 2)

Which three customer needs are addressed by Cisco solutions? (Choose three.)

A. reducing day one costs
B. improving productivity
C. gaining competitive advantage
D. focusing on current needs
E. obtaining a wide variety of point products
F. reducing TCO

Answer: B,C,F

Explanation: B, C, and F are valid while the others are wrong as day one costs will actually increase through the purchase of Cisco products, not decrease. The focus should be on current and future needs, not just current. A wide variety of point products are not necessarily needed, as only a specific need may be addressed through a single product.

Question No : 8 - (Topic 2)

A standard three-year term, next-business-day hardware replacement, and telephone support are features of which Cisco support program?

A. SMARTnet
B. SMB Foundation
C. Small Business Pro Service
D. SMART Care

Answer: C

Explanation:

The Cisco Small BusinessProSupport Service is a three-year, subscription service that provides device-level support including: unlimited telephone and online chat support from Cisco Small Business Support Center; next-business-day advanced hardware replacement if necessary; advanced configuration and deployment support from Small Business Support Center certified engineers

Topic 3, Network Basics

Question No : 9 - (Topic 3)

In which area of the campus LAN are the user computers attached to the network?

A. core
B. access
C. distribution
D. aggregation

Answer: B

Explanation:

Cisco has defined a hierarchical model known as the hierarchical internetworking model. This model simplifies the task of building a reliable, scalable, and less expensive hierarchical internetwork because rather than focusing on packet construction, it focuses on the three functional areas, or layers, of your network:

Core layer: This layer is considered the backbone of the network and includes the high-end switches and high-speed cables such as fiber cables. This layer of the network does not route traffic at the LAN. In addition, no packet manipulation is done by devices in this layer. Rather, this layer is concerned with speed and ensures reliable delivery of packets.

Distribution layer: This layer includes LAN-based routers and layer 3 switches. This layer

ensures that packets are properly routed between subnets and VLANs in your enterprise. This layer is also called the Workgroup layer.

Access layer: This layer includes hubs and switches. This layer is also called the desktop layer because it focuses on connecting client nodes, such as workstations to the network. This layer ensures that packets are delivered to end user computers.

Question No : 10 - (Topic 3)

Which two features characterize controller-based deployments in a WLAN? (Choose two.)

A. coverage of large areas
B. individual device configuration
C. roaming that is facilitated by wireless-location services
D. coverage of a single area
E. seamless roaming throughout the network

Answer: A,E

Explanation:

A controller-based, centralized architecture enables zero-touch configurations for lightweight access points. Similarly, it enables easy design of channel and power settings and real-time management, including identifying any RF holes to optimize the RF environment. The architecture offers seamless mobility across the various access points within the mobility group with large area coverage.

Question No : 11 - (Topic 3)

Which three options signal a customer need for a new core network infrastructure (including routing)? (Choose three.)

A. decreased bandwidth needs
B. increase in staff levels
C. establishing a branch office
D. operating a single-site office