Cisco 646-363

646-363 Cisco Express Foundation for Account Managers

Practice Test

Version 1.7

QUESTION NO: 1

Which service is provided by Cisco SMARTnet?

A. investment protection with upgrade discounts
B. around-the-clock access toCisco Technical Access Center
C. Cisco Learning Credits for IT staff development
D. service level agreements to ensure uptime requirements are met

Answer: B

QUESTION NO: 2

Which service component within the prepare phase recommends the appropriate technology strategy to address a business requirement of the customer?

A. identifying what a customer requires from a proposed solution
B. analyzes thecustomers business requirements and recommends the appropnate Cisco technologies to meet Business requirements
C. determining what end-user training a customer requires
D. addressing a customer's physical requirements

Answer: B

QUESTION NO: 3

What best explains why the banking industry is ready to take advantage of an integrated network infrastructure?

A. Many banks are still connecting via dial-up.
B. Many banks need to consolidate departments and resources.
C. Many banks find themselves with an obsolete branch infrastructure
D. Many banks need back-office process streamlining.

Answer: C

QUESTION NO: 4

A new client of yours is experiencing a growth spurt. The client's IT staff is making network changes manually and as a consequence, is extremely overworked. You suggest the client implement a network management system, citing which important business benefit?

A. potential for outsourcing the IT staff

B. provision of an out-of-band management architecture

C. threat mitigation

D. reduction in network downtime

Answer: D

QUESTION NO: 5

Which three of these service components are in the design phase? (Choose three.)

A. Account Qualification and Planning

B. Detailed Design Development

C. Staff Training

D. Systems Acceptance Test Plan Development

E. Staging Plan Development

F. Site Readiness Assessment

Answer: B,D,E

QUESTION NO: 6

Which three business requirements development activities are performed in the prepare phase before creating a technology strategy? (Choose three.)

A. identifying and assessing customer business requirements

B. documenting and categorizing customer business requirements in terms of performance, availability, capacity and security.

C. producing a documented technology strategy

D. creating a bill of materials

E. presenting documented business requirements to a Customer and having the customer validate them

F. completing a site survey

Answer: A,B,E

QUESTION NO: 7

What is a Cisco industry initiative that uses the network infrastructure to enforce security policy compliance on all devices that are seeking to access the network?

A. Cisco Adaptive Threat Defense

B. Cisco Secure Access Control

C. Cisco Network Admission Control

D. Cisco Threat Defense System

Answer: C

QUESTION NO: 8

Cisco Catalyst 4500 Series switches are attractive to medium-size campuses with growth opportunities due to the switches' enhanced security and which two other features? (Choose two.)

A. enhanced multilayer software image

B. connectivity to multiple types of WAN connections

C. Cisco Unified Communications Manager

D. QoS for converged networks

E. modular, customizable components

Answer: D,E

QUESTION NO: 9

The Cisco UC520 provides integrated WLAN connectivity to mobile clients for which technology?

A. voice only

B. data only

C. Data and voice

Answer: C

QUESTION NO: 10

Which three features does the Cisco UC520 support? (Choose three.)

A. Cisco unity Express

B. distributed routing

C. Storage Area Networks

D. analog devices

E. Telepresence

F- security firewall and VPN

Answer: A,D

QUESTION NO: 11

Which centralized systems management product provides a console used to detect, locate, and disable rogue wireless access points throughout the network?

A. CiscoAironet
B. Cisco WLA
C. Cisco WLS
D. Cisco Works WLSE

Answer: D

QUESTION NO: 12

In the plan phase, network readiness assessment addresses which customer need?

A. an assessment of the preparedness of the customer's existing system infrastructure to support a proposed solution
B. a comprehensive design that has been customized based on the operations processes, network management processes, and tools of its system
C. an in-depth assessment of the operational environment required to support the operation of both the current and planned solutions
D. the optimal technologies for supporting its business requirements and objectives

Answer: A

QUESTION NO: 13

Who are two key competitors in the SMB market? (Choose two.)

A. 3Com
B. Avaya
C. Huawei
D. Juniper Networks
E. Nortel

Answer: B,E

QUESTION NO: 14

Which two access points have integrated 802.11a/b/g radio antennas? (Choose two.)

A. CiscoAironet 1000 Series products
B. CiscoAironet 1100 Series products
C. CiscoAironet 1130AG Series products.
D. CiscoAironet 1200 Series products
E. CiscoAironet 1240AG Series products
F. CiscoAironet 1300 Series products

Answer: A,C

QUESTION NO: 15

What describes the consultative sales process for SMBs for Unified Communications?

A. Steps to Success
B. Campaign Builder
C. Smart Business Roadmap
D. Partner Central

Answer: C

QUESTION NO: 16

Which series of Cisco routers is suitable for small businesses and for connecting small offices to enterprise networks?

A. Cisco 300 Series routers
B. Cisco 830 Series routers
C. Cisco 1700 Series Modular Access Routers
D. Cisco 3700 Series Multiservice Access Routers

Answer: A

QUESTION NO: 17

Why should account managers take advantage of PEC?

A. to gain certification from the Cisco Networking Academy Program
B. to obtain dates, locations, and registration details for training, seminars, events, and certifications

C. to obtain a higher level of certification

D. to access training and available course information that will assist them in selling and supporting Cisco products and solutions

Answer: D

QUESTION NO: 18

Conducting a project kick-off in the plan phase provides which of the following customer benefits?

A. ensure that it receives detailed network diagrams

B. reduce the risk of downtime due to facilities-related problems

C. ensure end-user support immediately after the launch of a new system

D. confirm project roles and responsibilities as well as milestone dates

Answer: D

QUESTION NO: 19

What do most service requests coming to Cisco TAC concern?

A. equipment defects

B. equipment failures

C. complex network operation and management issues

D. integrating mixed vendor equipment

Answer: C

QUESTION NO: 20

Which two series of Cisco Catalyst switches, when placed in the distribution layer, effectively pass high amounts of network traffic between the core and access layers while aggregating access switches? (Choose two.)

A. Cisco Catalyst 2800

B. Cisco Catalyst 3550

C. Cisco Catalyst 3750

D. Cisco Catalyst 4500

E. Cisco Catalyst 6500

Answer: D,E