

Cisco 650-175

**650-175 SMB Specialization for Account Managers
(SMBAM)**

Practice Test

Version 1.9

QUESTION NO: 1

What are two indicators that a customer should consider the installation of a Wireless LAN Controller? (Choose two.)

- A. want to provide employee wireless access
- B. want to provide unsecured wireless access
- C. need between two and three access points
- D. need one access point
- E. need more than four access points
- F. want to provide guest wireless access

Answer: E,F

QUESTION NO: 2

What resource would you recommend to a new Cisco partner for a variety of tools?

- A. Channel Incentive program
- B. Unified Communications for SMB
- C. Partner Central
- D. Steps to Success
- E. Instructions: Number of answers: 1

Answer: C

QUESTION NO: 3

Which statement best describes what Cisco Smart Care Service provides?

- A. bundled, unlimited support with the purchase of any Cisco product
- B. bundled technical support and maintenance for Cisco networks
- C. fee-based add-on support and tech-to-tech assistance for Cisco products
- D. technical support, maintenance, and monitoring to Cisco networks

Answer: D

QUESTION NO: 4

Which two functions does Cisco Configuration Assistant provide? (Choose two.)

- A. call forwarding

- B. command line configuration
- C. wireless connectivity
- D. device discovery
- E. call routing configuration

Answer: D,E

QUESTION NO: 5

Increased productivity, minimized legal risks, and improvements in "green" operation can be easily linked to Cisco solutions in which technology area?

- A. on the destination network, between the server and a router
- B. security
- C. voice
- D. routing and switching
- E. eCommerce
- F. web collaboration

Answer: E

QUESTION NO: 6

For which of the following campus LAN areas is the Cisco Catalyst Express 500 Series Switch most suitable?

- A. backbone area
- B. distribution area
- C. core area
- D. access area

Answer: D

QUESTION NO: 7

Which Cisco support service product targets customers with up to 48 users on a network where voice communication is mission-critical to business operation?

- A. SMARTnet Partner Service
- B. Cisco Smart Foundation Service

- C. Cisco Technical Assistance Center
- D. Cisco SMARTnet for SBCS
- E. Cisco Smart Care Service

Answer: D

QUESTION NO: 8

In which areas do SMBs tend to require better products than found in retail stores?

- A. voice, intranet, and security
- B. security, voice, and wide-area networking
- C. wireless, intranet, and wide-area networking
- D. wireless, security, and voice

Answer: D

QUESTION NO: 9

What are three of the attributes sought in a target customer for Cisco Smart Foundation services? (Choose three.)

- A. 50 or fewer network devices
- B. comprehensive network-wide support requirements
- C. fewer than 250 network users
- D. network is not mission-critical to business
- E. network is considered mission-critical
- F. skilled on-site customer IT staff

Answer: A,C,D

QUESTION NO: 10

Which three characteristics are true of the ProtectLink Gateway product? (Choose three.)

- A. provides encryption between a browser and a web server
- B. provides web server content filtering
- C. is bundled in the SPS platform
- D. provides content filtering for e-mail
- E. blocks 97% of SPAM
- F. protects from spyware and phishing attacks