

**Cisco 650-256**

**SBF for Account Managers**

Version: 5.1

**QUESTION NO: 1**

With the appropriate WAN access connectivity services, which Cisco ISR G2 router series can support 100 concurrent rich media collaboration sessions?

- A. Cisco 2911
- B. Cisco 2921
- C. Cisco 2951
- D. Cisco 3925

**Answer: D**

**Explanation:**

**QUESTION NO: 2**

True stacking means that you can configure, troubleshoot, and manage a group of switches as a single entity. Which Cisco switches are stackable up to 8 units or 192 ports?

- A. Cisco 300 Series
- B. Cisco Catalysts 2960-S
- C. Series Cisco SFE/SGE Switches
- D. Cisco Catalyst 3560 Series

**Answer: C**

**Explanation:**

**QUESTION NO: 3**

Which Cisco Integrated Services Routers are fixed-configuration platforms?

- A. Cisco 800 ISR Series
- B. Cisco 1900 ISR Series
- C. Cisco 2900 ISR Series
- D. Cisco 3900 ISR Series

**Answer: A**

**Explanation:**

**QUESTION NO: 4**

Which two key purchase decision factors are most important to a target customer considering the Cisco Unified Communications 300 Series? (Choose two.)

- A. bandwidth
- B. cost
- C. customization
- D. scalability
- E. service

**Answer: B,E**

**Explanation:**

**QUESTION NO: 5**

What are the three main pillars of the Cisco One Product Portfolio for small business customers?

- A. collaborate, simplify, virtualize
- B. communicate, share, unify
- C. connect, secure, communicate
- D. converge, connect secure

**Answer: C**

**Explanation:**

**QUESTION NO: 6**

Which three questions might an Account Manager use to start a conversation about network security risks to a small business customer? (Choose three.)

- A. Have you ever had a problem with employee theft of product?
- B. Have you had a security problem or been compromised in the past?
- C. Have physical security measures been put in place on your premises?
- D. How are you currently protecting against viruses malware and web threats?
- E. How concerned are you about e-commerce fraud and web security certificates?
- F. How do you ensure that all PCs and servers are continuously protected?

**Answer: B,D,F**

**Explanation:**