

**Cisco 650-752**

**Advanced IP NGN Architecture Sales**

**Version: 5.0**

**QUESTION NO: 1**

Which two documents comprise a customer transfer of information? (Choose two.)

- A. technical high-level overview
- B. technical low-level overview
- C. optimization tests
- D. implementation and testing plan

**Answer: A,D**

**Explanation:**

**QUESTION NO: 2**

What are the three primary developments that influence modern networks? (Choose three.)

- A. social networks
- B. location-based services
- C. working from the office
- D. instant messaging
- E. wireline connectivity
- F. use of narrowband access networks

**Answer: A,B,D**

**Explanation:**

**QUESTION NO: 3**

Which three services will be available in the Connected Life at Move service after the deployment of LTE access technology? (Choose three)

- A. location-based service
- B. audio/video streaming
- C. VPN
- D. QoS
- E. gaming
- F. remote control of home appliances

**Answer: A,B,F**

**Explanation:****QUESTION NO: 4 DRAG DROP**

Match the terms on the left to the explanations on the right.

<input type="checkbox"/>	CapEx	1.	Expenditures creating future benefits.
<input type="checkbox"/>	OpEx	2.	All hardware and software, and their installation, integration, migration, warranties, licenses, purchasing research, and risks.
<input type="checkbox"/>	TCO	3.	Ongoing cost for running a product, business or system.
<input type="checkbox"/>	ROI	4.	Ratio of money gained or lost on an investment relative to the amount of money invested.

**Answer:**

<input checked="" type="checkbox"/>	1.	CapEx	<input checked="" type="checkbox"/>	1.	Expenditures creating future benefits.
<input checked="" type="checkbox"/>	3.	OpEx	<input checked="" type="checkbox"/>	2.	All hardware and software, and their installation, integration, migration, warranties, licenses, purchasing research, and risks.
<input checked="" type="checkbox"/>	2.	TCO	<input checked="" type="checkbox"/>	3.	Ongoing cost for running a product, business or system.
<input checked="" type="checkbox"/>	4.	ROI	<input checked="" type="checkbox"/>	4.	Ratio of money gained or lost on an investment relative to the amount of money invested.

**Explanation:**

CapEx-1

Opex-3

TCO-2

ROI-4

**QUESTION NO: 5**

What is the main portal where Cisco Partners can access the tools and resources they need for their sales and support efforts?

- A. Cisco Partner Talent Network
- B. Cisco Partner Education Connection
- C. Cisco Partner Central