Cisco

Exam 700-505

SMB Specialization for Account Managers

Version: 6.3

[Total Questions: 50]

Question No : 1

Which option is an online conferencing solution that allows participants to see; hear and share content and applications in real time?

A. Cisco Unity
B. Cisco ISR with Conferencing service module
C. Borderless Networks
D. WebEx meetings

Answer: D
Reference: http://www.webex.com/how-to/

Question No : 2

Which two Cisco ISR series are needed to support a Cisco Services-Ready Engine to deploy services on demand? (Choose two.)

A. 3900 Series
B. 2900 Series
C. 2800 Series
D. 800 Series

Answer: A,B
Reference: http://www.cisco.com/en/US/prod/collateral/modules/ps10598/data_sheet_c78-553913.html

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Question No : 3

Which three business challenges do customers face that are addressed by Cisco architectural solutions? (Choose three.)

A. Guarantee reliability.

B. Improve workforce productivity.

C. Hire more staff.

D. Increase cash flow.

E. Deliver first-class offerings and experience to their clients.

F. Reduce total cost of ownership while maximizing the contribution of IT.

Answer: B,E,F

Question No : 4

Your customer is considering migrating to a Cisco Borderless Routing solution from their current vendor.

Which best practice can close the sale?

A. Show the customer a Cisco television commercial

B. Go through a check list and compare the performance capabilities between Cisco and the other vendor.

C. Mention that promotions and incentives are available through Cisco.

D. Demonstrate how the Cisco solution saves money by consolidating devices and integrating management.

Answer: D

Question No : 5

Which two product portfolios help make up the Cisco Office in a Box solution? (Choose two.)

A. Cisco Nexus 3048

B. Cisco UCS C-Series Servers

C. Cisco UCS E-Series Servers

D. Cisco ISR 2900 and 3900 Series

E. Cisco Nexus 5000

F. Cisco ISR 1900, 2900 and 3900 Series

Answer: C,D

Reference:
http://www.cisco.com/en/US/prod/collateral/ps10265/ps12629/white_paper_c11-715347.html (Second para)

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Question No : 6

Which three options are considered common features of Cisco WebEx solutions? (Choose three.)

A. Document, application, and desktop sharing
B. Available in 226 languages
C. Scheduled and ad-hoc meetings
D. Consistent, cross-platform experience
E. Third-party voice included
F. Per-user attention status indicator

Answer: A,C,D
Reference:

http://www.cisco.com/en/US/products/ps10412/index.html

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Question No : 7

Which statement about the Cisco Meraki cloud architecture is true?

A. Devices are configured in the cloud on first use and then managed locally after they are set up.
B. All Meraki devices are managed locally by default.
C. Management data flows to the Cisco Meraki cloud and user traffic flows directly to its destination on the LAN or across the WAN.
D. All data flows through the Cisco Meraki cloud.

Answer: C
Reference: http://meraki.cisco.com/products/architecture/