PASSTCERT
QUESTION & ANSWER

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Exam : **646-204**

Title : Cisco Sales Expert

Version : Demo

1. What is the key element in SMB solutions?

Select the best response.

A. They provide the lowest possible cost.

B. They reduce the cost and complexity associated with multiple services in a single device.

C. They reduce complexity by eliminating features.

D. Consumer-level products are suitable for SMB needs.

E. Reliability is not important since replacement products are inexpensive.

Answer: B

2. Which technology is best deployed to meet the needs of users who desire secure remote access to corporate resources?

Select the best response.

A. VPN-enabled routers

B. Cisco Security Agent

C. Cisco Adaptive Security Appliances

D. Cisco Adaptive Security Device Manager

E. Cisco Intrusion Prevention System

Answer: C

3. Which three products are targeted primarily for deployment in enterprise environments? (Choose three.)

Select 3 response(s).

A. Cisco 1800 Series ISRs

B. Cisco Catalyst 4500 Series Switches

C. Cisco Catalyst 2960 Series Switches

D. Cisco Catalyst 6500 Series Switches

E. Cisco 7200 Series Routers

F. Cisco 2800 Series ISRs

Answer: BDE

4. What type of approach is used to deploy, operate, and optimize Cisco solutions?

Select the best response.

A. Lifecycle advantages

B. Lifecycle services

C. Lifestyle services

D. Lifestyle advantages

E. Lifetime advantage

Answer: B

5. On what type of network does the Cisco Unified Communication system reside?

Select the best response.

A. Independent voice, video, and data networks

B. Voice networks only

C. A single, joined voice, video, and data network

D. Data networks only

E. Wireless networks only

Answer: C

6. What are the three commonly recognized top-level business drivers for data centers? (Choose three.)

Select 3 response(s).

A. Protecting the business from information outages

B. A need to decentralize IT assets

C. Increasing the rate of adoption of new, nonstandardized technologies

D. Optimizing the efficiency with which IT operates

E. An increased need for specialized IT silos

F. Growing IT systems

Answer: ADF

7. Which type of deployment utilizes ISRs with Cisco IOS Security feature sets to provide an ideal, low-cost, yet capable and powerful platform?

Select the best response.

A. Small deployments

B. Large deployments

C. Medium deployments

D. Commercial deployments

E. Financial deployments

Answer: A

8. Which stage of Cisco Lifecycle Services comprises services that ensure the design and deployment of the desired network functionality?

Select the best response.

A. Prepare

B. Plan

C. Design

D. Implement

E. Operate

Answer: D

9. Which three of the following are benefits of Cisco TAC? (Choose three.)

Select 3 response(s).

A. Direct or indirect access to the global Cisco TAC organization

B. The ability to access teams of experts

C. Onsite engineering support

D. Minimizes risks associated with network downtime

E. Upgrades from base Cisco IOS Software to advanced feature set Cisco IOS Software

F. Project management and planning support

Answer: ABD

10. Which program has been specifically designed for small-sized and medium-sized businesses and provides easy, cost-effective network support to help ensure reliable operations, contain costs, and protect their investments?

Select the best response.

A. Cisco Software Application Support Services

B. Cisco Focused Technical Support Services

C. Cisco Smart Foundation Service

D. Cisco SP Base

E. Cisco SMARTnet Onsite

Answer: C

11. Which tool provides a complete guide that makes it easier for partners, regardless of their experience level, to sell Cisco Unified Communications solutions to their customers?

Select the best response.

A. Solution Expert

B. Quote Builder

C. Sales Accelerator

D. Competitive Edge

E. Cisco Discovery

Answer: C

12. Which portal provides timely and concise information for sales professionals in competitive situations?

Select the best response.

A. Solution Expert

B. Quote Builder

C. Sales Accelerator

D. Competitive Edge

E. Cisco Discovery

Answer: D

13. What resource allows Cisco partners to get funding for preapproved activities, such as catalogs, yellow pages, events, trainings, e-mail blasts, and advertising?

Select the best response.

A. Solution Expert

B. Quote Builder

C. Joint Marketing Fund

D. Cisco Discovery

E. Steps to Success

Answer: C

14. What feature does the Partner E-Learning Connection provide?

Select the best response.

A. Full versions of all Cisco technical-level classes

B. Live instructor-led, web-based classes

C. Flexible, web-based knowledge and learning

D. Hosted website that partners use to deliver e-learning to customers

E. Lists of training-partner class offerings

Answer: C

15. Which two technologies help enterprises reduce complex computing jobs to minutes and hours, rather than taking days and weeks? (Choose two.)

Select 2 response(s).

A. InfiniBand

B. Remote Direct Memory Access

C. SCSI over IP

D. Firewall Services

E. Secure Socket Layer

F. Hyperchannel

Answer: AB

16. Which two of the following are benefits of engaging Cisco field resources? (Choose two.)

Select 2 response(s).

A. Maximize the number and value of customer sales engagements

B. Access free implementation and support services

C. Eliminate sales and marketing expense

D. Increase revenue and improve margin

E. Access free hardware and software for resale

Answer: AD

17. Which two high-profile regulations have a global impact on the financial industry? (Choose two.)

Select 2 response(s).

A. Computer Fraud and Abuse Act

B. CNIC

C. Basel II

D. Sarbanes-Oxley

Answer: CD

18. Which Cisco program fairly and equitably rewards partners that actively identify, develop, and win new business opportunities in targeted market segments?

Select the best response.

A. Value Incentive Program

B. Solution Incentive Program

C. Opportunity Incentive Program

D. Foundation Advantage

Answer: C

19. What are the essential elements needed to create a LAN?

Select the best response.

A. NIC, hub, cables, software

B. cables, NIC, software, e-mail

C. printer, software, e-mail, NIC

D. software, cables, printer, NIC

Answer: A

20. How many layers are in the OSI model?

Select the best response.

A. 5

B. 6

C. 7

D. 8

Answer: C