

Cisco

Exam 646-203

Cisco Sales Expert(CSE)

Version: 5.0

[Total Questions: 85]

Topic 0, A

A

Question No : 1 - (Topic 0)

Which two scenarios are opportunities for selling a Cisco VPN solution? (Choose two.)

- A. an online music retailer with multiple downloading locations that wants to centralize access to large media files
- B. a growing publishing firm that needs a secure way for remote content editors to connect through the Internet to the company extranet
- C. a large ISP that has been targeted by a denial of service attack that disables Internet access for several thousand customers
- D. a mortgage-lending company that opens several branch offices that require secure access to underwriting information on the corporate extranet

Answer: B,D**Question No : 2 - (Topic 0)**

Which Cisco router series is the premier high-end routing platform for service-provider backbone and edge applications that support DS3 for Frame Relay?

- A. 7600 Series
- B. 10000 Series
- C. 12000 Series
- D. 15000 Series

Answer: C**Question No : 3 - (Topic 0)**

Which network technology addresses these customer business needs: shrinking budgets and IT staffs, more complex networks, and an increased need for network security?

- A. optical network
- B. network management
- C. storage-area network (SAN)

- D. content delivery network (CDN)
- E. wireless local-area network (WLAN)

Answer: B

Question No : 4 - (Topic 0)

Why is QoS important in a converged network?

- A. because data does not need to arrive intact, so data transfer rates can be variable
- B. because lost voice-data packets must be retransmitted
- C. because voice data packets should arrive quickly and sequentially, and with no lost data
- D. because voice data packets must follow a single dedicated path through the network

Answer: C

Question No : 5 - (Topic 0)

Which interoperability standard provides a maximum speed on a wireless local-area network (WLAN) of 11 megabits per second?

- A. 802.11a
- B. 802.11b
- C. 802.11g
- D. service set identifier (SSID)

Answer: B

Question No : 6 - (Topic 0)

Which two Internet Protocol (IP) telephony devices are best categorized as infrastructure components? (Choose two.)

- A. IP telephones
- B. voice gateways
- C. call management software
- D. Media Convergence Servers (MCSs)

Answer: B,D

Question No : 7 - (Topic 0)

How does a switch respond when it receives a message?

- A. It reads the Layer-5 information and sends the message directly to the intended computer.
- B. It reads the Media Access Control (MAC) address and sends the message directly to the intended computer.
- C. It reads the Layer-5 information and broadcasts the message to all the computers that are connected to the switch.
- D. It reads the Media Access Control (MAC) address and broadcasts the message to all the computers that are connected to the switch.

Answer: B

Question No : 8 - (Topic 0)

Which network technology allows for the monitoring of active communication networks to diagnose problems and gather statistics for network administration?

- A. network security
- B. content networking
- C. network management
- D. campus local-area networking

Answer: C

Question No : 9 - (Topic 0)

What strategy will protect network resources and services from unauthorized actions?

- A. network security
- B. network management
- C. collaborative networking
- D. content storage networking

Answer: A

Question No : 10 - (Topic 0)

Which Cisco software provides intelligence to the network?

- A. Cisco IOS
- B. CiscoWorks
- C. Cisco ONS 15540
- D. Cisco CallManager

Answer: A

Question No : 11 - (Topic 0)

Which benefit does digital subscriber line (DSL) systems for broadband access provide to the user?

- A. secure access to company extranet
- B. dedicated lines for high security data transfer
- C. simple solution for high-quality digital video using coaxial cable
- D. data and audio signals that share the same communications infrastructure

Answer: D

Question No : 12 - (Topic 0)

Which two devices are considered customer premises equipment (CPE) for digital subscriber line (DSL) systems? (Choose two.)

- A. DSL router
- B. DSL modem
- C. DSL Internet Protocol (IP) switch
- D. "Smart" DSL access multiplexer (DSLAM)

Answer: A,B

Question No : 13 - (Topic 0)