

Cisco 646-205

Cisco Sales Expert (CSE)
Version: 5.0

QUESTION NO: 1

What is A WAN?

- A. A network that is restricted. to A single building ,A group of buildings, or even A single room
- B. A. network that encompasses an entire city or metropolitan ared. and. connects multiple LANs
- C. A network that connects client devices wirelessly using radio waves
- D. A network that crosses metropolitan, regional, or national boundaries

Answer: D

Explanation:

QUESTION NO: 2

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. Storage-area network (SAN)
- C. Content delivery network (CDN)
- D. Network management

Answer: D

Explanation:

QUESTION NO: 3

What feature does the Partner E-Learning Connection provide?

- A. Lists of training-partner class offerings
- B. Hosted website that partners use to deliver e-learning to customers
- C. Full versions of all Cisco technical-level classes
- D. Flexibility, web-based knowledge and learning
- E. Live instructor-led, web-based classes

Answer: D

Explanation:

QUESTION NO: 4

Small businesses face unique customer challenges, which three challenges are small businesses looking to overcome? (Choose three)

- A. technical staffing
- B. data center deployments
- C. employee training
- D. cost containment
- E. operational efficiency
- F. customer responsiveness

Answer: D,E,F

Explanation:

According to the Cisco Training Material, small business challenges are:

- 1)Operational efficiency
- 2)Cost containment
- 3)Customer responsiveness
- 4)Revenue growth
- 5)Increased market share

QUESTION NO: 5

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

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

Answer: B,C

Explanation:

QUESTION NO: 6

Which Cisco collaboration service will encourage true customer intimacy by quickly and proactively connecting people with the information, expertise and support that they need?

- A. ip communications
- B. conferencing
- C. customer care
- D. telepresence
- E. messaging

Answer: C

Explanation:

QUESTION NO: 7

Which Cisco collaboration product line will reduce TCO, Improve the user experience and productivity, and increase business relevance?

- A. customer care
- B. conferencing
- C. messaging
- D. telepresence
- E. IP communications

Answer: E

Explanation:

QUESTION NO: 8

Simplified guest access, comprehensive communication and collaboration, and optimized asset and network visibility are benefits of which type of Cisco deployment?

- A. Cisco Cloud Computing
- B. Cisco Routing and Switching
- C. Cisco Wireless
- D. Cisco Conferencing

Answer: C

Explanation:

QUESTION NO: 9

Which three benefits are provided by the implementation of cisco c-series servers into a virtualized data center environment? (Choose three)

- A. blade-based deployments
- B. enterprise-focused design
- C. infiniband networking
- D. cost-effective server
- E. storage-intensive platform
- F. extended memory support

Answer: D,E,F

Explanation:

QUESTION NO: 10

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

Answer: C

Explanation:

QUESTION NO: 11

Internet Protocol videoconferencing (IP/VC) provides which two business benefits? (Choose two.)

- A. Reduced travel time for instructors responsible for different geographic sites
- B. Real-time discussions of patient information among remote medical teams
- C. Improved morale and reduced turnover among employees who receive timely business Updates
- D. Increased sales and customer satisfaction due to current product information disseminated simultaneously to a global sales force by headquarters

Answer: A,B

Explanation:

QUESTION NO: 12

Is an open standard promotes interoperability among the wireless client adapters and dial-in servers from different vendors.

- A. WEP
- B. HTTP
- C. SSID
- D. EAP

Answer: D

Explanation:

QUESTION NO: 13

If A customers needed to load-balance across multiple data center, which Cisco product would the customer consider?

- A. ACE Global Site Selector
- B. Site Balancer
- C. ISR Wide Area Acceleration Server
- D. Nexus Site Balancer
- E. ASR Virtual Balanced Network

Answer: A

Explanation:

QUESTION NO: 14

Which device is used in wireless networks to send transmissions to a target area?

- A. Optical fiber
- B. Access point
- C. Omni-directional antenna
- D. Directional antenna

Answer: D

Explanation:

QUESTION NO: 15

If a small business customer required mobility to be delivered via multiple access points, which wireless portfolio of solutions would be the best choice?

- A. aironet
- B. small multipro
- C. small business pro
- D. small business

Answer: C

Explanation:

QUESTION NO: 16

What are two appropriate uses for Internet Protocol TV broadcasting (IP/TV) technology? (Choose two.)

- A. Delivering information about changes in health benefit enrollment to all personnel
- B. Enabling online collaboration among research personnel
- C. Enabling an interactive virtual classroom for sales personnel in remote locations
- D. Delivering a strategic business update from the CEO to all personnel

Answer: A,D

Explanation: