



Cisco Express Foundation for Field Engineers

Version: 10.0

[Total Questions: 86]

http://www.maitiku.com QQ:860424807

Topic break down

| Торіс | No. of Questions |
|---|------------------|
| Topic 1: Understand the commercial customers challenges and opportunities | 15 |
| Topic 2: Analyze the Cisco core product landscape | 41 |
| Topic 3: Analyze the Cisco network services offering | 21 |
| Topic 4: Analyze different scenarios to position Cisco core product portfolio with the customer | 9 |



Topic 1, Understand the commercial customers challenges and opportunities

Question No : 1 - (Topic 1)

Which two of the following statements correctly describe architecture and design? (Choose two.)

A. The architecture shows building blocks and abstract capabilities of a system and the relationships between the individual components.

B. The design shows concrete products, expected performance, and scalability options of a solution.

C. The design is the basis for creating the architecture.

D. The architecture includes a description of the best possible solution.

Answer: A,B

Question No : 2 - (Topic 1)

Which two examples best describe the challenges that customers face in networks of today? (Choose two.)

- A. How can we effectively support extensive collaboration requirements, including video?
- B. How do we control energy consumption of devices that are owned by employees?
- C. Which type of firewall should we deploy?
- **D.** Do we need to invest in the BYOD solution?
- E. How can we disable users from using their own devices?

Answer: A,D

Question No : 3 - (Topic 1)

Which two statements about CVD and SBA are true? (Choose two.)

- A. SBA guides are available for enterprise deployments only.
- **B.** CVD includes everything from rough designs to tested versions of software code.
- **C.** Gold partners have access to a demo lab for each validated design.
- **D.** CVD is technology-oriented, while SBA is market-and solution-oriented.

Answer: B,D



Question No : 4 - (Topic 1)

Which three features are provided by the Cisco AnyConnect client for Windows? (Choose three.)

- A. SSL VPN
- B. IPsec VPN
- C. host intrusion prevention system
- D. Cisco TelePresence
- E. MACsec encryption
- F. antivirus
- G. Cisco Prime Security

Answer: A,B,E

Question No : 5 - (Topic 1)

Which two questions should you ask a customer, that best help you when assessing an organization's security needs? (Choose two.)

- A. Are you exploring new cloud and BYOD business models?
- B. Do you have any Cisco Nexus 7000 deployed in your network?
- C. Are you using single-vendor security equipment?

D. Are you enforcing the same security policies consistently across your organization's network?

E. What are the operating hours of your security response team?

Answer: A,D

Question No : 6 - (Topic 1)

Which two statements correctly describe architecture and design? (Choose two.)

A. The architecture shows building blocks and abstract capabilities of a system and the relationships between the individual components.



B. The design is the basis for creating the architecture.

C. The architecture includes a description of the best possible solution.

D. The design shows concrete products, expected performance, and scalability options of a solution.

Answer: A,D

Question No : 7 - (Topic 1)

Which four features are provided by the Cisco AnyConnect client for Windows? (Choose four.)

- A. SSL VPN
- B. IPsec VPN
- C. host intrusion prevention system
- D. presence
- E. MACsec encryption
- F. antivirus
- G. personal firewall
- H. Cisco ScanSafe integration

Answer: A,B,E,H

Question No : 8 - (Topic 1)

Which two statements are true about CVD and SBA? (Choose two.)?

- A. The SBA toolset includes Partner Enablement Assets and EcoPartner Guides.
- **B.** SBA guides are available for enterprise deployments only.
- **C.** CVDs are end-to-end designs which are well-tested and fully documented.
- D. Gold partners have access to a demo lab for each validated design.

Answer: A,C

Question No : 9 - (Topic 1)

Which three are successful examples of strategic IT investments improving operational agility? (Choose three.)

A. Mobile email services

- B. BYOD Cisco EnergyWise
- C. Multivendor network solution
- **D.** Collaboration solutions

Answer: A,B,D

Question No : 10 - (Topic 1)

Which three of the following are successful examples of strategic IT investments improving operational agility? (Choose three.)

A. A company offers mobile email to its employees, who can then react faster to requests.

B. A company implements collaboration solutions, which simplified information exchange.
C. A company changes its security strategy from "lock down" to "secure access from anywhere", so that users are "always-on" and can easily work remotely.

D. A company implements EnergyWise solutions, which drastically reduce energy costs. **E.** A company provides support for a BYOD solution, which increases the investment and requires network upgrades, but provides limited improvements compared to a well-known remote access solution.

Answer: A,B,C

Question No : 11 - (Topic 1)

Which three major trends fuel the demand for routing and switching? (Choose three.)

- A. Mobility
- B. Video
- **C.** Bandwidth optimization
- D. Cloud
- E. IT standardization

Answer: A,B,D

Question No : 12 - (Topic 1)

Which three of the following are major trends that fuel the demand for routing and