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SMB Solutions for Engineers (SMBEN)

Version 3.3

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Total number of questions: 128

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Topic 1, Main (68 Questions)

QUESTION NO: 1

Which three pre-sales Smart Design documents are available to help you implement and install a solution?
(Choose three.)

- A. Small Business Product Guide
- B. Design Guide
- C. Application Notes
- D. Solution Profile
- E. Cisco Configuration Assistant
- F. Implementation Guide

Answer: A,D,E

QUESTION NO: 2

Which program houses all the SMB partner training resources?

- A. Partner Education Connection
- B. Campaign Builder
- C. Market Cisco Technologies and Services
- D. SMB University
- E. Select Certification

Answer: A

QUESTION NO: 3

What is the minimum level of account access that partners need to download Cisco Configuration Assistant from Cisco.com?

- A. Guest
- B. Partner
- C. Select
- D. Privileged
- E. Cisco CCIE

Answer: C

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QUESTION NO: 4

Which Cisco Small Business wireless product includes a 5-port switch?

- A. WAP200E
- B. WAP200
- C. WET200
- D. WAP2000
- E. WAP4410N

Answer: C

QUESTION NO: 5

Which Cisco Small Business wireless product can be used to connect the network of a office building to a warehouse across the parking lot?

- A. WAP2000
- B. WET200
- C. WAP200
- D. WAP200E

Answer: D

QUESTION NO: 6

Which two types of information might be found at the Small Business Partner Central website? (Choose two.)

- A. specialization and certification details
- B. product information on the Data Center products-
- C. online product ordering
- D. technology partner products and services
- E. sales program information

Answer: A,E

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QUESTION NO: 7

What is the SMB Partner Practice Builder?

- A. support for partners building a new business.
- B. program to develop Unified Communications practice
- C. technical support that requires an annual subscription
- D. management consultancy service offered to develop partner business process.

Answer: B

QUESTION NO: 8

In what two ways to does the Cisco SR 520 Secure Router complement the Cisco Small Business Communications System? (Choose two.)

- A. remote configuration of access points
- B. stateful packet inspection firewall
- C. Cisco Intrusion Prevention System
- D. guest access
- E. 10-Gigabit Ethernet connectivity

Answer: B,C

QUESTION NO: 9

Which companion switch is recommended to be installed with the Cisco Unified Communications 500 Series?

- A. C2950
- B. SRW224G4
- C. ESW 500
- D. C3750

Answer: C

QUESTION NO: 10

What is the primary benefit of Single Number Reach?

- A. Employees can have their calls forwarded to the receptionist.

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- B. Employees can receive calls at their desk and cell phone simultaneously.
- C. Customers can call one number to reach all employees.
- D. Customers can call any office number and the receptionist receives the call.

Answer: B

QUESTION NO: 11

Which three are components of the Cisco SMARTnet service? (Choose three.)

- A. cases opened via e-mail or telephone at any time.
- B. NBD callback from specialized engineers during regular business hours
- C. advanced replacement on the next business day
- D. Support for every Cisco product
- E. support for low-end products only
- F. immediate support from the Cisco TAC engineers

Answer: A, C, F

QUESTION NO: 12

How many users are supported on the Cisco Unified Communications models 540 and 560 platforms?

- A. 32 Users on the UC540 and 104 users on the UC560
- B. 16 Users on the UC540 and 104 users on the UC560
- C. 16 Users on the UC540 and 64 users on the UC560
- D. 32 Users on the UC540 and 64 users on the UC560

Answer: A

QUESTION NO: 13

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What is the difference between Cisco Catalyst 2960 LAN Base Series and Cisco Catalyst Lite series?

- A. Only the Cisco Catalyst 2960 LAN Base Series can be managed by Cisco Network Assistant
- B. Only the Cisco Catalyst 2960 LAN Lite Series supports Gigabit Ethernet uplinks
- C. Only the Cisco Catalyst 2960 LAN Lite Series supports Power over Ethernet
- D. Only the Cisco Catalyst 2960 LAN Base Series offers enhanced Layer2+ intelligent LAN services.

Answer: D

QUESTION NO: 14

What is the primary benefit of Single Number Reach?

- A. Customers can call any office number and the receptionist receives the call.
- B. Employees can have their calls forwarded to the receptionist.
- C. Customers can call one number to reach all employees.
- D. Employees can receive calls at their desk and cell phone simultaneously.

Answer: D

QUESTION NO: 15

Which two Cisco Partner Development Funds tracks are available for SMB Specialized and Express Foundation Specialized partners? (Choose two.)

- A. Commercial PDF EUC
- B. Commercial PDF BE
- C. PDF Cash Back
- D. PDF Pro Basic
- E. PDF Core

Answer: D,E

QUESTION NO: 16

What are three characteristics that buyers of Cisco Small Business routers typically look for? (Choose three.)

- A. basic security options
- B. advanced network configuration
- C. integrated solutions
- D. point products

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- E. simple network configuration
- F. advanced security options

Answer: A, C, E

QUESTION NO: 17

Which three WAN technologies does the Cisco SR 500 Family support? (Choose three.)

- A. SIPtrunking
- B. Fibre Channel
- C. Fast Ethernet
- D. T1
- E. Ipv6
- F. ADSL

Answer: C,D,F

QUESTION NO: 18

Layer 3 (the network layer) provides connectivity and path selection between two host systems that may be located on geographically separated networks. Which device operates at the network layer?

- A. hub
- B. bridge
- C. application
- D. switch
- E. router

Answer: E

QUESTION NO: 19

Which two features are unique to SPA 525 phones compared to SPA501, SPA502?

- A. monochrome backlit display
- B. Bluetooth
- C. full-duplex speakerphone
- D. DynamicSoftkeys
- E. MP3 Music Player

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Answer: B,E

QUESTION NO: 20

Which program houses all the SMB partner training resources?

- A. Campaign Builder
- B. Market Cisco Technologies and Services
- C. Select Certification
- D. SMB University
- E. Partner Education Connection

Answer: D

QUESTION NO: 21

Using Smart Designs increases the typical deal size by how much?

- A. 3x
- B. 5x
- C. 10x
- D. 2x

Answer: A

QUESTION NO: 22

What is the name of the Cisco industry-leading small business unified communications solution?

- A. Cisco Integrated Communications Services System
- B. Cisco IP Communications System
- C. Cisco telephony system for small Business
- D. Cisco IP Phone System
- E. Cisco Small Business Communications System

Answer: E

QUESTION NO: 23

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What are two advantages that the Cisco SA 520 all-in-one UTM security device has over implementing a typical router in a small business network? (Choose two.)

- A. virtual private networks
- B. URL filtering
- C. higher bandwidth
- D. Cisco Intrusion Prevention System
- E. access control lists

Answer: A, B

QUESTION NO: 24

The Cisco Smart Business Communications System offers support of third party applications. When using TimeCard View, What device is used by employees to click in and clock out?

- A. IP Phone
- B. secure router
- C. wireless access point
- D. time clock

Answer: A

QUESTION NO: 25

Which two WAN interfaces does the Cisco SRP 520 Series Support? (Choose two.)

- A. Fibre Channel
- B. Fast Ethernet
- C. ADSL2+
- D. Serial
- E. Pass Optical Network (PON)

Answer: B, C

QUESTION NO: 26