

# Cisco

## Exam 700-505

### SMB Specialization for Account Managers

Version: 6.3

[ Total Questions: 50 ]

**Question No : 1**

Which option is an online conferencing solution that allows participants to see; hear and share content and applications in real time?

- A. Cisco Unity
- B. Cisco ISR with Conferencing service module
- C. Borderless Networks
- D. WebEx meetings

**Answer: D**

Reference: <http://www.webex.com/how-to/>

**Question No : 2**

Which two Cisco ISR series are needed to support a Cisco Services-Ready Engine to deploy services on demand? (Choose two.)

- A. 3900 Series
- B. 2900 Series
- C. 2800 Series
- D. 800 Series

**Answer: A,B**

Reference: [http://www.cisco.com/en/US/prod/collateral/modules/ps10598/data\\_sheet\\_c78-553913.html](http://www.cisco.com/en/US/prod/collateral/modules/ps10598/data_sheet_c78-553913.html)

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**Question No : 3**

Which three business challenges do customers face that are addressed by Cisco architectural solutions? (Choose three.)

- A. Guarantee reliability.

- B. Improve workforce productivity.
- C. Hire more staff.
- D. Increase cash flow.
- E. Deliver first-class offerings and experience to their clients.
- F. Reduce total cost of ownership while maximizing the contribution of IT.

**Answer: B,E,F**

**Question No : 4**

Your customer is considering migrating to a Cisco Borderless Routing solution from their current vendor.

Which best practice can close the sale?

- A. Show the customer a Cisco television commercial
- B. Go through a check list and compare the performance capabilities between Cisco and the other vendor.
- C. Mention that promotions and incentives are available through Cisco.
- D. Demonstrate how the Cisco solution saves money by consolidating devices and integrating management.

**Answer: D**

**Question No : 5**

Which two product portfolios help make up the Cisco Office in a Box solution? (Choose two.)

- A. Cisco Nexus 3048
- B. Cisco UCS C-Series Servers
- C. Cisco UCS E-Series Servers
- D. Cisco ISR 2900 and 3900 Series
- E. Cisco Nexus 5000
- F. Cisco ISR 1900, 2900 and 3900 Series

**Answer: C,D**

Reference:

[http://www.cisco.com/en/US/prod/collateral/ps10265/ps12629/white\\_paper\\_c11-715347.html](http://www.cisco.com/en/US/prod/collateral/ps10265/ps12629/white_paper_c11-715347.html) (Second para)

**Question No : 6**

Which three options are considered common features of Cisco WebEx solutions? (Choose three.)

- A. Document, application, and desktop sharing
- B. Available in 226 languages
- C. Scheduled and ad-hoc meetings
- D. Consistent, cross-platform experience
- E. Third-party voice included
- F. Per-user attention status indicator

**Answer: A,C,D**

Reference:

<http://www.cisco.com/en/US/products/ps10412/index.html>

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**Question No : 7**

Which statement about the Cisco Meraki cloud architecture is true?

- A. Devices are configured in the cloud on first use and then managed locally after they are set up.
- B. All Meraki devices are managed locally by default.
- C. Management data flows to the Cisco Meraki cloud and user traffic flows directly to its destination on the LAN or across the WAN.
- D. All data flows through the Cisco Meraki cloud.

**Answer: C**

Reference: <http://meraki.cisco.com/products/architecture/>