



646-206^{Q&As}

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QUESTION 1

How do Smart Business Architecture selling tools help partners increase sales?

- A. focus on the Prepare phase of the Cisco Lifecycle Services model, which maximizes revenue
- B. free partners from design tasks, which increases profitability
- C. highlight additional point products that the customer may want
- D. enable partners to increase professional services revenue by providing a complete, integrated solution for midsize firms and SMBs

Correct Answer: D

Cisco Smart Business Architecture selling tools enable partners to increase professional services revenue by providing a complete, integrated solution for midsize firms and SMBs. For more information on these tools, refer to the link below. Reference: http://www.cisco.com/web/ANZ/partners/partner_enable/tools.html#~2

QUESTION 2

Which statement best describes the Cisco Smart Business Communications System?

- A. Cisco Advanced IP endpoint solution with desktop, wireless, and conference phones
- B. Cisco Unified Communications solution for small and medium businesses with up to 1000 users
- C. Cisco term for Cisco UC300 simplified deployment capability
- D. Cisco Unified Communications solution that delivers voice, data, video, wireless, and security in a single appliance
- E. Cisco Unified Communications solution that offers advanced stacking, traffic management, and security features

Correct Answer: D

The Smart Business Communications System (SBCS) is an all-in-one package for your small business's communications needs. Everything from hardware to software to networking comes ready to deploy. Whether your employees need data, voice, video, or even wireless connectivity, it's included.

QUESTION 3

A customer wants to be able to detect and mitigate Wi-Fi and non-Wi-Fi sources of interference in their wireless enterprise network. Which Cisco access point should you recommend to the customer?

- A. Cisco Aironet 3500 Series Access Point
- B. Cisco Aironet 1260 Series Access Point, controller-based
- C. Cisco Wireless Control System
- D. Cisco Aironet 1040 Series Access Point, standalone



E. Cisco VideoStream

Correct Answer: A

Cisco Aironet 3500 Series Access Points with Cisco CleanAir technology are the industry's first 802.11n access points to create a self-healing, self-optimizing wireless network. CleanAir technology is a systemwide feature of the Cisco Unified Wireless Network that improves air quality by detecting RF interference that other systems can't recognize, identifying the source, locating it on a map, and then making automatic adjustments to optimize wireless coverage. These innovative access points provide the highest-performance 802.11n connectivity for mission-critical mobility. By intelligently avoiding interference, the 3500 Series offers performance protection for 802.11n networks to help ensure reliable application delivery.

Topic 4: Selling Borderless Networks Architecture

QUESTION 4

In which area of the campus LAN are the user computers attached to the network?

- A. core
- B. access
- C. distribution
- D. aggregation

Correct Answer: B

Cisco has defined a hierarchical model known as the hierarchical internetworking model. This model simplifies the task of building a reliable, scalable, and less expensive hierarchical internetwork because rather than focusing on packet construction, it focuses on the three functional areas, or layers, of your network:

Core layer: This layer is considered the backbone of the network and includes the high-end switches and high-speed cables such as fiber cables. This layer of the network does not route traffic at the LAN. In addition, no packet manipulation is

done by devices in this layer. Rather, this layer is concerned with speed and ensures reliable delivery of packets.

Distribution layer: This layer includes LAN-based routers and layer 3 switches. This layer ensures that packets are properly routed between subnets and VLANs in your enterprise. This layer is also called the Workgroup layer.

Access layer: This layer includes hubs and switches. This layer is also called the desktop layer because it focuses on connecting client nodes, such as workstations to the network. This layer ensures that packets are delivered to end user computers.

QUESTION 5

Cisco WAAS software on the Cisco ISR G2 routers performs which two functions? (Choose two.)

- A. on-demand optimization for branch offices



- B. application for the home-based and mobile user
- C. high degree of integration with Cisco routers
- D. visibility into links that are optimized by Cisco WAAS
- E. seamless transition to cloud and VDI deployment

Correct Answer: AC

Cisco WAAS on Cisco SRE for Cisco ISR G2: Cisco WAAS Express extends the Cisco WAAS product portfolio with a small-footprint, cost-effective IOS-based software solution integrated into the Cisco Integrated Services Router Generation 2 (ISR G2). Router-integrated, on-demand WAN optimization and application acceleration for branch offices. Reference: <http://www.cisco.com/en/US/products/ps11211/index.html>

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