



646-365^{Q&As}

Cisco Express Foundation for Account Managers

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QUESTION 1

Which three are benefits of a Cisco Borderless Network that go beyond a TCO calculation? (Choose three.)

- A. high availability
- B. enhanced security
- C. cost per port
- D. integrated services
- E. lowest power consumption

Correct Answer: ABD

QUESTION 2

Which statement is true regarding TCO calculations that an account manager prepares for the customer?

- A. Different stakeholders always have the same expectations regarding the TCO calculation.
- B. Cisco Capital financing should not be presented to the customer.
- C. Non-measurable business benefits should never be presented to the customer.
- D. TCO calculation should emphasize Cisco strategic values including support of current market transitions.

Correct Answer: D

QUESTION 3

What are the three elements of the Cisco Unified Access solution? (Choose three.)

- A. one policy
- B. one switch
- C. one management
- D. one network
- E. one architecture

Correct Answer: ACD

QUESTION 4

What are the two benefits of the "one policy" approach in the Cisco Unified Access solution? (Choose two.)



- A. Single management platform
- B. Unified control over who, what, when, where, and how uses the network
- C. Best in class WLAN and LAN switching
- D. Consistent access control across location and platforms
- E. Best in class routing

Correct Answer: BD

QUESTION 5

Which two of the following are driving factors for implementing an open and secure customer network? (Choose two.)

- A. the need to access Internet and cloud-based services from within the customer network
- B. the need to decrease database backup duration
- C. the need to increase corporate LAN bandwidth
- D. the need to access corporate applications from remote locations
- E. the need to reduce corporate network carbon footprint

Correct Answer: AD

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