



# 650-177<sup>Q&As</sup>

SMB Solutions for Account Managers

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### QUESTION 1

Which two options are benefits of the Cisco Software Support? (Choose two.)

- A. Supports your risk mitigation plan
- B. Increase the performance of the current features
- C. Expedites the delivery of replacement hardware
- D. Extends the life of Cisco Devices with Software Updates

Correct Answer: BD

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### QUESTION 2

What are three of the five general business topics that Cisco has defined that small business owners need to think about in terms of running their business? (Choose three.)

- A. work from anywhere
- B. be more productive
- C. serve customers better
- D. use Unified Communications to solve problems
- E. hire more staff
- F. increase cash flow

Correct Answer: ABC

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### QUESTION 3

Cisco Small Business products address which installation requirement more effectively than standard Cisco products?

- A. wireless technology integration
- B. use of advanced reporting functions
- C. VPN technology integration
- D. minimal technical complexity

Correct Answer: D

Cisco and Cisco Small Business Products difference is below:



- More technical networking competency
- Requires configuration and management proficiency (IT staff member, VAR)

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- Less technical networking competency
  - Some options, such as Voice, Storage and Surveillance, require outside assistance (IT professional, VAR)



Small Business  
Products

#### QUESTION 4

What are two components of the Discovery Guide in the Cisco sales approach? (Choose two.)

- A. calculating the customer's business need priorities
- B. recommending a business needs-based solution
- C. ranking customer business needs
- D. probing more deeply into the customer's business challenges

Correct Answer: CD

#### QUESTION 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 (Bring separate Ethernet networks together-even if they're in different offices or nearby buildings.)
- C. WAP200
- D. WAP200E (Connect workers, workspaces, and even separate buildings with the ease and power of Wireless-G (802.11g) or Wireless-B (802.11b) technology.)

Correct Answer: B



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