



650-752^{Q&As}

Advanced IP NGN Architecture Sales

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QUESTION 1

A financial manager would ask which two questions regarding the introduction of new Cisco IP NGN solutions? (Choose two.)

- A. What is the TCO of the solution?
- B. What is the ROI of the proposed solution?
- C. How much does it cost?
- D. Are there leasing options for this equipment?
- E. What are the business benefits of the proposed solution?

Correct Answer: AE

QUESTION 2

What is FUD?

- A. a new Cisco IP NGN-capable switch
- B. a method for controlling customers
- C. a strategic attempt to influence public perception by disseminating negative and dubious or false information
- D. Cisco IP NGN technology

Correct Answer: B

QUESTION 3

What are the three major areas of business where Cisco is facing competition from its market rivals? (Choose three.)

- A. Cloud services
- B. Network infrastructure
- C. Client services
- D. Monetization solutions
- E. Capital services
- F. Application solutions

Correct Answer: BCD



QUESTION 4

Which three primary requirements do service providers look for in a solution? (Choose three.)

- A. price
- B. performance
- C. external design
- D. services
- E. reliability
- F. minimum power consumption

Correct Answer: BDE

QUESTION 5

Which type of Cisco routers would you choose for the core layer of the Cisco IP NGN architecture?

- A. Cisco CRS-3 Carrier Router System
- B. Cisco ASR 9000 Series Aggregation Services Routers
- C. Cisco 3900 Series Routers
- D. Cisco ASR 1000 Series Aggregation Services Routers

Correct Answer: A

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