650-752^{Q&As}

Advanced IP NGN Architecture Sales

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QUESTION 1

What are three Cisco Services that address customer needs? (Choose three.)

A. Cisco Technical Assistance Center

B. online technical resources

C. advance hardware replacement and onsite field engineers

D. On-site equipment testing

E. online field engineers

F. online system engineers

Correct Answer: ABC

QUESTION 2

Which tool, that is available on Cisco.com, does Cisco use to succeed against the competition?

A. data sheets

B. battlecards

C. presentations

D. demonstrations

Correct Answer: D

QUESTION 3

What is the main portal where Cisco Partners can access the tools and resources they need for their sales and support efforts?

A. Cisco Partner Talent Network

B. Cisco Partner Education Connection

C. Cisco Partner Central

D. Cisco Interoperability Portal

Correct Answer: A

QUESTION 4

Which two documents comprise a customer transfer of information? (Choose two.)

A. technical high-level overview

B. technical low-level overview

C. optimization tests

D. implementation and testing plan

Correct Answer: AD

QUESTION 5

The Cisco IP NGN architecture comprises which three layers? (Choose three.)

A. application layer

B. service layer

C. transport layer

D. session layer

E. IP infrastructure layer

F. data link layer

Correct Answer: ABE

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