# 700-501<sup>Q&As</sup>

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SMB Specialization for Engineers

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**QUESTION 1**

Which Cisco tool provides scripted, repeatable presentations, and customized pilots in real time with real equipment?

A. FindIt

B. Cisco Commerce Workspace

C. Cisco Partner Education Connection

D. Cisco dCloud

E. Cisco Network Discovery

Correct Answer: D

**QUESTION 2**

Your customer has a small business. Their infrastructure includes a single Cisco ISR, and two Cisco Catalyst 2960 switches running multiple VLANs. Which Cisco branded service should be offered to this customer?

A. Smart business service

B. Small business support service

C. SMARTnet

D. Partner support service

E. SmartCare

Correct Answer: B

**QUESTION 3**

Which three customer challenges do Cisco architectures help to solve? (Choose three.)

A. Increase ROI

B. Reduce independence

C. Provide creative solutions

D. Lower costs

E. Boost productivity

Correct Answer: ACE

**QUESTION 4**

Which best practice should be used to calculate PoE requirements for Cisco collaboration endpoints?

A. Attach all endpoints first and then use a power reporting tool to document the power requirements.

B. Assume that all ports with PoE endpoints attached will require 7 watts.

C. Assume that all ports will require 15.4 watts regardless of attached endpoints.

D. Select the endpoint device that requires the most power and assume that all endpoint devices will require the same amount.

E. Determine the power requirements of each of your endpoints and plan to support that amount.

Correct Answer: C

**QUESTION 5**

Which statement about TrustSec is true?

A. It provides defense against denial of service attacks

B. It provides a policybased, scalable platform that offers integrated posture, profiling, and guest services to make contextaware access control decisions.

C. It monitors all the devices on the network, and turns them off when they are not needed.

D. It provides secure richmedia and collaboration services to optimize realtime voice and video applications.

Correct Answer: B

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