



# 700-505<sup>Q&As</sup>

SMB Specialization for Account Managers

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### QUESTION 1

Which three options are opportunities for partners to introduce Cisco Meraki products to existing or prospective customers? (Choose three.)

- A. Cisco Meraki roadshow
- B. Webinars with a free AP for qualified attendees IE
- C. Cisco Meraki equipment rental program
- D. Free mobile device management with Systems Manager
- E. Free product trials
- F. Free Cisco Meraki refurbished equipment

Correct Answer: BDE

Section: (none)

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### QUESTION 2

Which three switching technology components distinguish Cisco from competing products? (Choose three.)

- A. RSTP8021w
- B. Universal PoE
- C. medianet
- D. Flexible NetFlow
- E. Multiprotocol Label Switching
- F. Gigabit Ethernet

Correct Answer: BCD

Section: (none)

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### QUESTION 3

Which two IT solution characteristics do small and midsize business customers prefer? (Choose two)

- A. simple devices that work well together right out of the box
- B. enterprise-grade functionality; complexity is not a concern
- C. flexibility; devices can be added easily in the future



D. solutions that will increase employee morale

Correct Answer: AC

Section: (none)

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#### QUESTION 4

Which option is a competitive advantage of Cisco security solutions?

A. Cisco Security Intelligence

B. Operations

C. Stateful firewall capability

D. Lowest priced offering

E. SpeedNet services

Correct Answer: A

Section: (none)

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#### QUESTION 5

Which three statements about the Cisco ISR G2 security solutions are true? (Choose three.)

A. Cisco ISR G2 security should only be deployed after a customer has rejected deploying Cisco ASA security.

B. Web Security Connected is delivered as a service module.

C. Software upgrades and reboots are needed to install security licenses.

D. Web Security Connected integrates with the Cisco ASA firewalls and the Cisco AnyConnect secure mobility client.

E. Cisco IPS network module can be added to the Cisco 2900 and 3900 Series routers.

F. Software licenses for security services include; IPsec/SSL VPN, Firewall, IPS.

Correct Answer: CDF

Section: (none)

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