



# 650-179<sup>Q&As</sup>

SMB Solutions for Account Managers

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#### QUESTION 1

Which product would you recommend to an existing SA500 customer who is concerned about email threats and protection?

- A. Cisco Protectlink Web
- B. Cisco Protectlink Gateway
- C. Cisco Protectlink Endpoint Portal
- D. IPS for Cisco Small Business SA500 Series

Correct Answer: B

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#### QUESTION 2

Which option is an important difference between the Cisco Small Business Support Center and the Cisco Small Business Support Community?

- A. real-time collaboration
- B. fast access to technical information
- C. access by partners and customers
- D. live telephone support

Correct Answer: D

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#### QUESTION 3

Which term best describes the Cisco OnPlus offering?

- A. architecture- based
- B. cloud-based
- C. resource-based
- D. server-based

Correct Answer: B

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#### QUESTION 4

Non-blocking switch fabric is associated with the Cisco 200 and 300 Series Switches. What is the purpose of this feature?



- A. Management
- B. Performance
- C. Quality of service
- D. Security

Correct Answer: B

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#### QUESTION 5

Which technology might a Cisco Unified Communication 300 Series customer select to reduce infrastructure purchases?

- A. BRI
- B. local PSTN gateway
- C. PRI
- D. SIP trunk

Correct Answer: D

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#### QUESTION 6

Cisco Enhanced EtherSwitch Service Modules integrate Gigabit Ethernet and Fast Ethernet switch ports within Cisco 3900 and 2900 Series Integrated Services Routers. Which three features do these service modules include? (choose three)

- A. Advanced wireless
- B. Auto Smartports
- C. Cisco EnergyWise
- D. Cisco StackWise
- E. enhanced PoE
- F. PSTN connectivity

Correct Answer: BCE

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#### QUESTION 7

Which two options are customer value propositions of the Cisco Business Edition 3000? (Choose two.)

- A. advanced Cisco Unified Communications functionality and scalability up to 1000 users



- B. deployment as a hosted service
- C. enables a smooth migration from outdated TDM systems to IP
- D. requires dedicated IT resources to support
- E. value-priced Cisco Unified Communications solution for medium-sized businesses

Correct Answer: CE

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#### QUESTION 8

Which two features are unique to SPA 525G2 phones compared to SPA 501, SPA 502, SPA 508 phones? (Choose two)

- A. Monochrome backlit display
- B. Dynamic softkeys
- C. Full-duplex speakerphone
- D. Bluetooth
- E. Mobile Link

Correct Answer: DE

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#### QUESTION 9

What are the three main pillars of the Cisco One Product Portfolio for small business customer\*?

- A. Collaborate, simplify, virtualized
- B. Communicate, share, unify
- C. Connect, secure, communicate
- D. Converge, connect, secure

Correct Answer: C

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#### QUESTION 10

Which two options are competitive advantages of Cisco RV Series Routers? (Choose two.)

- A. Provide a port to connect a fax machine
- B. Easy-to-use, simplified configuration GUI
- C. Enhanced features: VLANs, ACL, QoS, IPv6, and cloud services (some models)



- D. Embedded wireless included with all routers
- E. Protect Link Web included with all routers

Correct Answer: BC

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#### QUESTION 11

What selling feature is available across all Cisco SPA IP Phones?

- A. high-definition voice
- B. dynamic softkeys
- C. interactive video
- D. Wi-Fi and Bluetooth

Correct Answer: A

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#### QUESTION 12

What are two ways in which the use of a Cisco ASA 5505 protects a small business website? (Choose two.)

- A. Prevents the use of instant messenger
- B. Prevents unauthorized access
- C. Prevents suppliers from accessing network
- D. Helps block multimedia
- E. Helps comply with privacy regulations

Correct Answer: BE

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