



650-752^{Q&As}

Advanced IP NGN Architecture Sales

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QUESTION 1

In technology financing, how is a desired technology acquired?

- A. leases
- B. barter
- C. hardware free of charge, software licenses charged
- D. cash payment in advance

Correct Answer: C

QUESTION 2

For a service provider in the early financial lifecycle, what is the main financial consideration?

- A. loss assumption
- B. loan availability
- C. service provider budget assumption
- D. margin assumption

Correct Answer: C

QUESTION 3

What are the four sub-layers in the Cisco IP NGN architecture infrastructure layer? (Choose four.)

- A. access
- B. aggregation
- C. distribution
- D. core
- E. edge
- F. extension
- G. collapsed distribution
- H. shared aggregation

Correct Answer: ABDE



QUESTION 4

What is one of the most applicable technologies that service providers are offering to their customer in Connected Life at Work service?

- A. VPN
- B. Internet access
- C. cloud service
- D. managed service
- E. Cisco TelePresence

Correct Answer: E

QUESTION 5

What is the challenge for the modern service provider who wants to monetize the various services?

- A. a billing system that supports all services enabled in the network
- B. video broadcasting
- C. different types of access technologies
- D. MPLS over IPv4

Correct Answer: B

QUESTION 6

Which Cisco Prime NCS module is responsible for the management of the transport network?

- A. Cisco Prime Central
- B. Cisco Prime Fulfillment
- C. Cisco Prime Optical
- D. Cisco Prime Network

Correct Answer: D

QUESTION 7

Which three services will be available in the Connected Life at Move service after the deployment of LTE access technology? (Choose three.)

- A. location-based service
- B. audio/video streaming



- C. VPN
- D. QoS
- E. gaming
- F. remote control of home appliances

Correct Answer: BEF

QUESTION 8

In a Cisco IP NGN business transformation, what is the main focus when you are considering a subscription for the customer?

- A. a free promotional subscription
- B. tiered subscriptions to value-added services
- C. unlimited traffic
- D. time-of-day diversity subscriptions

Correct Answer: B

QUESTION 9

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 10

What is a key value of the Cisco IP NGN architecture?

- A. instability
- B. robustness
- C. safety
- D. scalability



Correct Answer: D

QUESTION 11

Match the terms on the left to the explanations on the right.

| | | | |
|--------------------------|-------|----|--|
| <input type="checkbox"/> | CapEx | 1. | Expenditures creating future benefits. |
| <input type="checkbox"/> | OpEx | 2. | All hardware and software, and their installation, integration, migration, warranties, licenses, purchasing research, and risks. |
| <input type="checkbox"/> | TCO | 3. | Ongoing cost for running a product, business or system. |
| <input type="checkbox"/> | ROI | 4. | Ratio of money gained or lost on an investment relative to the amount of money invested. |

Select and Place:

| | | | |
|--------------------------|-------|----|--|
| <input type="checkbox"/> | CapEx | 1. | Expenditures creating future benefits. |
| <input type="checkbox"/> | OpEx | 2. | All hardware and software, and their installation, integration, migration, warranties, licenses, purchasing research, and risks. |
| <input type="checkbox"/> | TCO | 3. | Ongoing cost for running a product, business or system. |
| <input type="checkbox"/> | ROI | 4. | Ratio of money gained or lost on an investment relative to the amount of money invested. |

Correct Answer:

| | | | |
|----|-------|--------------------------|--|
| 1. | CapEx | <input type="checkbox"/> | Expenditures creating future benefits. |
| 3. | OpEx | <input type="checkbox"/> | All hardware and software, and their installation, integration, migration, warranties, licenses, purchasing research, and risks. |
| 2. | TCO | <input type="checkbox"/> | Ongoing cost for running a product, business or system. |
| 4. | ROI | <input type="checkbox"/> | Ratio of money gained or lost on an investment relative to the amount of money invested. |

QUESTION 12



Which three services are offered in the business segment of Cisco IP NGN? (Choose three.)

- A. Layer 3 VPN and Layer 2 VPN
- B. cloud services
- C. Cisco VideoScape
- D. point-to-point communication
- E. triple play
- F. quad play

Correct Answer: ABD

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