700-301 Q&As

Advanced Borderless Network Architecture Sales Exam

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QUESTION 1

One of your target customers is looking to deploy video, but has concerns. As a sales strategy, on which benefit would you focus to sell the Cisco solution?

A. Highlight that Cisco Medianet enables faster troubleshooting for video, voice, and data applications.

B. Suggest starting with migration to Cisco Medianet in strategic locations.

C. Focus on the benefits of measuring and troubleshooting for business-critical applications.

D. Inform the customer that Cisco Medianet can provide visibility to understand the impact of each application on the network.

Correct Answer: D

QUESTION 2

Which two statements are correct about Performance Monitor? (Choose two)

A. Performance Monitor fails to maintain the historical data about analyzed flows traversing routers

B. Performance Monitor analyzes RTP-based audio and video flows and reports on service-affecting metrics

C. Performance Monitor does not facilitate cross-vendor application support

D. Performance Monitor is one of the features of Media Monitoring solution

E. Performance Monitor can be applied only to Cisco WebEx client applications

Correct Answer: BD

QUESTION 3

What are the two characteristics of Cisco Converged Access? (Choose two)

A. In multicast optimization with Converged Access the number of streams increases for the same traffic type in the network

B. Cisco Converged Access includes both LAN switching and wireless capabilities powered by the new Unified Access Data Plane ASIC

C. Cisco Converged Access supports integrated wired-wireless functionalities

D. Cisco Converged Access uses the Cisco Catalyst 3750 - X senes switch as a single platform for supporting wired and wireless functionalities

E. Wireless Access Points can be terminated directly on the Cisco Catalyst Cisco Catalyst 3750 - X series switch

Correct Answer: BC

QUESTION 4

Which option generates realistic synthetic media streams, with the same characteristics of media traffic, through Cisco routers and switches?

A. Media Awareness

B. Mediatrace

C. IPSLA video operations

D. Performance Monitor

Correct Answer: C

QUESTION 5

To which architecture strategy does Cisco Prime align?

A. Unified Access, Collaboration, and Data Center

B. Management and Data Center

C. Data Center and TrustSec

D. Medianet and EnergyWise

Correct Answer: A

QUESTION 6

Which option optimizes power consumption, space requirements device utilization, maintenance operations, and service speed?

A. Cisco Catalyst 6500 series switches

B. vP

C. VDCs

D. VSS

Correct Answer: C

QUESTION 7

Which two statements are correct about Cisco Validated Design or CVD? (Choose two)

A. CVD consists of systems and solutions that are designed tested and documented to facilitate and improve customer

deployments

B. CVD is a prescriptive, scalable, flexible design to quickly deploy a full-service network.

C. CVD gets the design working the first time by using validated configurations and topologies.

D. CVD implementations are mainly partner-led

E. CVD consists of three primary modular yet interdependent components

Correct Answer: AB

QUESTION 8

Approximately how many new networked mobile devices will there be by the year 2014?

A. More than 1 billion

B. 500 million

C. 250 million

D. 750 million

Correct Answer: A

QUESTION 9

Which of the following involves studying the network at regular intervals and allowing proactive planning and designing of network modifications?

A. Baseline

B. Cisco Validated Design

C. Proof-of-concept testing

D. Business continuance

Correct Answer: B

QUESTION 10

Which two features are appropriate in describing a Cloud Intelligent Network? (Choose two)

A. Provides solely private cloud solutions to customers

B. Integrates the network with the Unified Data Center

C. Provides single-tiered service level agreements

D. Connects data centers to better share and balance resources

E. Is not an effective solution to cater to the growing demands of the movement to cloud- basedservices

Correct Answer: BD

QUESTION 11

Which solution is a software- and hardware-integrated, cloud-ready WAN optimization and application acceleration solution?

A. Cisco WAAS

B. Cisco SRE module

C. Cisco Performance Routing

D. Cisco Application Visibility and Control

Correct Answer: A

QUESTION 12

Which two Cisco Borderless Network solutions provide network-integrated WAN optimization and scalable application- aware acceleration to reduce bandwidth costs while delivering optimal user experience for both cloud services and locally hosted services? (Choose two.)

A. Application Velocity

B. Cisco Mobility Services

C. Cisco WAAS Express

D. Cisco EnergyWise Orchestrator

Correct Answer: AC

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