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Cisco Sales Associate Exam

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QUESTION NO: 1

A situation in which the existing network is severely degraded, or significant aspects of the customer's business operation are being negatively impacted by unacceptable network performance most closely corresponds to which priority level?

- A. Priority Level 4
- B. Priority Level 1
- C. Priority Level 3
- D. Priority Level 2

Answer: D

QUESTION NO: 2

Which Cisco product allows customers to centrally manage their network security policies?

- A. Cisco Firewall Services Module (FWSM)
- B. Cisco Security Posture Assessment (SPA)
- C. Cisco Secure Access Control Server (ACS)
- D. Cisco Virtual Private Network/Security Management Solution (VMS)

Answer: D

QUESTION NO: 3

What is a key benefit of regularly updating Cisco IOS?

- A. It eliminates the need for Technical Assistance Center (TAC) support.
- B. It increases the number of technologies and applications the customer's network can support.
- C. There is no need to update application software.
- D. It allows customers to reduce the number of technical support staff.

Answer: B

QUESTION NO: 4

SMARTnet and SMARTnet Onsite provide which two services? (Choose two.)

- A. support for Cisco IOS software
- B. updates to all Cisco software
- C. registered access to Cisco.com

D. support for application software such as CiscoCallManager

Answer: A,C

QUESTION NO: 5

Which Cisco Catalyst series best fits in the distribution area of a midsize campus local-area network (LAN)?

- A. 3700
- B. 7200
- C. 2900
- D. 4000

Answer: D

QUESTION NO: 6

Which is an opportunity indicator for a CiscoWorks network LAN Management Solution (LMS)?

- A. an Internet service provider (ISP) needing to provide better quality of service (QoS) to its customers
- B. a growing enterprise wanting to automate and simplify diagnosing network problems at branch offices
- C. a small insurance company hoping to cut toll-call costs to foreign branch offices
- D. a global enterprise deploying a converged network of voice, video, and data

Answer: B

QUESTION NO: 7

Which network security strategy element refers to the deployment of products that identify a potential intruder who makes several failed logon attempts?

- A. secure the network
- B. test the system
- C. develop security policy
- D. monitor and respond

Answer: D

QUESTION NO: 8

Which three are standard Cisco warranties? (Choose three.)

- A. full lifetime hardware warranty
- B. standard 90-day hardware and software warranty
- C. end-user software license agreement and software warranty
- D. five-year limited hardware and one-year limited software warranty

Answer: B,C,D

QUESTION NO: 9

Which feature does the Cisco IOS provide for networks?

- A. network management that automates moves, adds, and changes
- B. content routing that pushes high-priority media to the network edge
- C. network intelligence that enables business-critical applications
- D. network management that automates transaction backups

Answer: C

QUESTION NO: 10

A switch is a device that _____.

- A. broadcasts data messages to all devices that are connected to it
- B. forwards data messages based on the destination address of the message
- C. reads Layer-5 information and sends data directly to the router
- D. stores data on the network

Answer: B

QUESTION NO: 11

Which is a series of Cisco routers?

- A. 2900
- B. 3500
- C. 3700
- D. 6500