

ISLEVER

# 646-205

Cisco Sales Expert

DEMO

<https://www.islever.com/646-205.html>

<https://www.islever.com/cisco.html>

For the most up-to-date exam questions and materials, we recommend visiting our website, where you can access the latest content and resources.

Note: The answer is for reference only, you need to understand all question.

#### QUESTION 1

which three are current small business needs for technology investments?(choose three)

- A. minimize network investments
- B. reduce reliance on technology
- C. plan for today
- D. be more productive
- E. work from anywhere
- F. serve customers better

**Answer:** DEF

#### QUESTION 2

If a small business customer require mobility to be delivered via multiple access points, which wireless portfolio of solutions would be the best choice?.

- A. small business
- B. small multipro
- C. aironet
- D. small business pro

**Answer:** D

#### QUESTION 3

The ability to stack switches using cisco stackwise technology provides a number of important benefits to the customer, which of these is a benefit of cisco stackwise?

- A. Allows cisco smart switches to be incorporated into the stack.
- B. Allows multiple switches to be managed as a single device.
- C. Enables switches in multiple wiring closets to provide failover for each other.
- D. Eliminates the need to purchase smartnet on individual switches in the stack.

**Answer:** B

#### QUESTION 4

Which cisco collaboration service will encourage true customer intimacy by quickly and proactively connecting

---

people with the information, expertise and support that they need?

- A. telepresence
- B. messaging
- C. conferencing
- D. customer care
- E. ip communications

**Answer:** D

#### **QUESTION 5**

The cisco telepresence portfolio provides industry-leading video-conferencing solutions. How does the Cisco acquisition of tandberg strengthen its position?

- A. it will give cisco products A strategiC advantage by providing privileged access to the TIP.
- B. it enables cisco to eliminate product redundancies and improve margins.
- C. it provides cisco with its first high-end telepresence offering.
- D. it allows cisco to quickly broaden its product portfolio to better serve customer needs.

**Answer:** D

#### **QUESTION 6**

In which area of the campus LAN are the user computers attached to the network?

- A. core
- B. access
- C. distribution
- D. aggregation

**Answer:** B

#### **QUESTION 7**

Which cisco product family is the recommended platform for 10 gigabit ethernet in the data center?

- A. ASR
- B. Nexus
- C. ISR
- D. Catalyst
- E. vCenter

**Answer: B**

**QUESTION 8**

Which three benefits are provided by the implementation of cisco c-series servers into a virtualized data center environment? (choose three)

- A. blade-based deployments
- B. enterprise-focused design
- C. infiniband networking
- D. cost-effective server
- E. storage-intensive platform
- F. extended memory support

**Answer: DEF**

**QUESTION 9**

The cisco ironport portfolio performs which service?

- A. reduces the downtime that is as associated with spam, viruses, and blended threats that are delivered via email
- B. defends the perimeter from malicious users and unauthorized traffic
- C. provides a secure communication path through the internet
- D. determines if a user or device is authorized to access a switch port

**Answer: A**

**QUESTION 10**

What are three current business factors that are influencing customer decisions in making technology investments?(choose three)

- A. return on investment
- B. competitiveness
- C. number of product features
- D. day one costs
- E. regulation
- F. availability of budget

**Answer: ABE**