

ISLEVER

650-173

Communications System for Account
Managers

DEMO

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QUESTION NO: 1

Who are two Key competitors in the SMB market? (Choose two)

- A. 3Com
- B. Avaya -
- C. Huawei
- D. Juniper Networks
- E. Nortel-

Answer: B,E

QUESTION NO: 2

What does Cisco SMARTnet provide?

- A. call processing and call handling features
- B. hardware replacement and software updates
- C. sales tools, such as Quote Builder
- D. VPN security for mobile and home office workers

Answer: B

QUESTION NO: 3

Which three features does the Cisco UC520 support?

- A. Cisco Unity Express
- B. distributed routing
- C. Storage Area Networks
- D. analog devices
- E. Telepresence

Answer: A,B,D

QUESTION NO: 4

When creating demand with business decision makers, which two SMB challenges should be your focus?

- A. lack of resources
- B. competitive pressure

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- C. securing business assets
 - D. operational efficiency
 - E. investment protection

Answer: B,D

QUESTION NO: 5

What resource would you recommend to a new Cisco partner for a variety of tools?

- A. Steps to Success
- B. Unified Communications for SMB
- C. Channel incentive program
- D. Partner Central

Answer: D

QUESTION NO: 6

What are two ways you can build credibility with decision makers?

- A. discuss and compare competitor features
- B. research the vertical industry
- C. match current system features to SBCS solution features
- D. demonstrate business impact

Answer: B,D

QUESTION NO: 7

If a customer objects that the SBCS solution is too expensive, what are two response areas to highlight?

- A. initial cost
- B. operating costs
- C. competitor prices
- D. individual feature costs

Answer: A,B

QUESTION NO: 8

What is a useful tool to get solution requirements and pricing in the sales process?

- A. Quote Builder
- B. Smart Assist
- C. Partner Central
- D. Visio

Answer: A

QUESTION NO: 9

What describes the consultative sales process for SMB's for Unified communications?

- A. Steps to Success
- B. Campaign Builder
- C. Smart Business Roadmap
- D. Partner Central

Answer: C

QUESTION NO: 10

Which two benefits will a client see from adding a Tireless LAN Controller to their Smart Business Communications System? (Choose two)

- A. allow for guest access
- B. increase connection speeds
- C. additional access points
- D. network management with CLI

Answer: A,C

QUESTION NO: 11

What Cisco CE520 feature optimizes quality of service?

- A. Cisco Configuration Assistant
- B. Cisco Smartports
- C. Cisco Network Admission Control
- D. Cisco Smart Assist