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650-196

Small Medium Business Specialization for
Engineers

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

QUESTION NO: 1

Which small business desktop application is left with the customer to modify voice and user settings on the Cisco Unified Communications 500 Series?

- A. Cisco Configuration Assistant
- B. Cisco Office Manager
- C. Cisco FindIT
- D. Cisco WebEx Phone Connect

Answer: B

QUESTION NO: 2

Address translation is another component of Layer 3 design. Which two type of address translation allow an IP Address to be duplicated? (Choose two.)

- A. PAT
- B. DAT
- C. NAT
- D. FAT
- E. CAT

Answer: A,C

QUESTION NO: 3

What is the difference between Cisco Catalyst 2960 LAN Base Series and Cisco Catalyst 2960 LAN Lite Series?

- A. Only the Cisco Catalyst 2960 LAN Lite Series supports Power over Ethernet.
- B. Only the Cisco Catalyst 2960 LAN Lite Series supports Gigabit Ethernet uplinks.
- C. Only the Cisco Catalyst 2960 LAN Base Series can be managed by Cisco Network Assistant.

D. Only the Cisco Catalyst 2960 LAN Base Series offers enhanced Layer 2+intelligent LAN services.

Answer: D

QUESTION NO: 4

Which program houses all the small business partner training resources?

- A. SB University
- B. Campaign Builder
- C. Select Certification
- D. Market Cisco Technologies and Services

Answer: A

QUESTION NO: 5

What selling feature is available across all Cisco SPA IP Phones?

- A. High-definition voice
- B. Dynamic softkeys
- C. Interactive video
- D. Wi-Fi and Bluetooth

Answer: A

QUESTION NO: 6

What are two advantages that the Cisco SA 520 all-in-one UTM security device has over implementing a typical router in a small business network? (Choose two.)

- A. Access control lists
- B. Higher bandwidth
- C. Virtual private networks
- D. URL filtering

E. Cisco Intrusion Prevention System

Answer: D E

QUESTION NO: 7

Which two options are customer value propositions of the Cisco Business Edition 3000? (Choose two.)

A. Advanced Cisco Unified Communications functionality and scalability up to 1000 users

B. Deployment as a hosted service

C. Enables a smooth migration from outdated TDM systems to IP

D. Requires dedicated IT resources to support

E. Value-priced Cisco Unified Communications solution for medium-sized businesses

Answer: C,E

QUESTION NO: 8

Which Cisco product would a partner select to maintain a customer network and generate recurring revenue?

A. OnPlus

B. Quad

C. TelePresence

D. WebEx

Answer: A

QUESTION NO: 9

Which Cisco RV Series Router can support up to 7 WAN connections or 13 LAN connections?

A. RV016

B. RV042

C. RV082