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650-256

Small Business for Account Managers

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

QUESTION 1

With the appropriate WAN access connectivity services, which Cisco ISR G2 router series can support 100 concurrent rich media collaboration sessions?

- A. Cisco 2911
- B. Cisco 2921
- C. Cisco 2951
- D. Cisco 3925

Answer: D

QUESTION 2

True stacking means that you can configure, troubleshoot, and manage a group of switches as a single entity. Which Cisco switches are stackable up to 8 units or 192 ports?

- A. Cisco 300 Series
- B. Cisco Catalysts 2960-S
- C. Series Cisco SFE/SGE Switches
- D. Cisco Catalyst 3560 Series

Answer: C

QUESTION 3

Which Cisco Integrated Services Routers are fixed-configuration platforms?

- A. Cisco 800 ISR Series
- B. Cisco 1900 ISR Series
- C. Cisco 2900 ISR Series
- D. Cisco 3900 ISR Series

Answer: A

QUESTION 4

Which two key purchase decision factors are most important to a target customer considering the Cisco Unified Communications 300 Series? (Choose two.)

- A.bandwidth B. C. D.
- B.cost
- C.customization
- D.scalability
- E.service

Answer: BE

QUESTION 5

What are the three main pillars of the Cisco One Product Portfolio for small business customers?

- A.collaborate, simplify, virtualize
- B.communicate, share, unify
- C.connect, secure, communicate
- D.converge, connect secure

Answer: C

QUESTION 6

Which three questions might an Account Manager use to start a conversation about network security risks to a small business customer? (Choose three.)

- A.Have you ever had a problem with employee theft of product?
- B.Have you had a security problem or been compromised in the past?
- C. Have physical security measures been put in place on your premises?
- D.How are you currently protecting against viruses malware and web threats?
- E.How concerned are you about e-commerce fraud and web security certificates?
- F.How do you ensure that all PCs and servers are continuously protected?

Answer: DEF

QUESTION 7

If a business has a subscription to the WebEx Meeting Center small business offering what is the maximum number of participants a host can invite to a WebEx meeting?

- A. 5
- B. 15
- C. 25
- D. 50

Answer: C

QUESTION 8

Where can a partner who subscribes to the Cisco OnPlus Service find enablement roadmaps and tips for monetizing the Cisco OnPlus Service?

- A. Cisco OnPlus Community
- B. Cisco OnPlus Service Portal
- C. Cisco OnPlus Service ROI Tool
- D. Cisco OnPlus Service Practice Development

Answer: D

QUESTION 9

Which term best describes the Cisco OnPlus offering?

- A. architecture-based
- B. cloud-based
- C. resource-based
- D. server-based

Answer: B

QUESTION 10

Where is the Cisco OnPlus Network Agent appliance installed?

- A. Cisco-hosted data center
- B. customer premises
- C. partner location
- D. third-party data center

Answer: B

QUESTION 11

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

- A. high-definition voice