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# 650-395

Small Business for Engineers

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**QUESTION NO: 1**

Which security product would a partner with specialized security staff select for the greatest level of control and advanced networking capabilities?

- A. Cisco SA500
- B. Cisco ASA 5520
- C. Cisco RV220W
- D. Cisco RV062

**Answer: B**

**Explanation:**

**QUESTION NO: 2**

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. Cost
- C. Customization
- D. Scalability
- E. Service

**Answer: B,E**

**Explanation:**

**QUESTION NO: 3**

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**

**Explanation:**

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**QUESTION NO: 4**

Which video compression standard is the Cisco WebEx integrated high-quality video built upon?

- A. H261
- B. H.263
- C. H.264
- D. H320

**Answer: C**

**Explanation:**

**QUESTION NO: 5**

Which post-sales SMART Design documents are available to help you better serve your customers? (Choose three.)

- A. Design Guide
- B. Small Business Product Guide
- C. Implementation Guide
- D. Solution Profile
- E. Cisco Configuration Assistant
- F. Application Notes

**Answer: A,C,F**

**Explanation:**

**QUESTION NO: 6**

Which two options are competitive advantages of Cisco 200 and 300 Series Switches in the marketplace? (Choose two.)

- A. CLI
- B. energy-efficient design
- C. form factor
- D. Layer 2 switching
- E. more ports per gigabit switch

**Answer: B,E**

**Explanation:**

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**QUESTION NO: 7**

Which three options can a business customer achieve using WebEx meeting center? (Choose three.)

- A. Acquire and ship new inventory.
- B. Collaborate with remote suppliers.
- C. Lower employee turnover.
- D. Reduce travel time and expense.
- E. Share applications on a desktop.
- F. Streamline business operations.

**Answer: B,D,E**

**Explanation:**

**QUESTION NO: 8**

Which two Cisco series of IP phones does the Cisco Unified Communications 300 Series support? (Choose two.)

- A. Cisco Unified SIP Phone 3900 Series
- B. SPA300 Series IP Phones
- C. Cisco Unified IP Phones 6900 Series
- D. Cisco Unified IP Phones 7900 Series
- E. SPA500 Series IP Phones

**Answer: B,E**

**Explanation:**

**QUESTION NO: 9**

Bridges and switches are Layer 2 devices that provide the same basic functionality but that also have some differences. Which two traits apply to switches only?

- A. typically have fewer ports because forwarding decisions are made in software
- B. are faster because forwarding decisions are made on hardware