

**Exam : Cisco 650-175**

**Title: SMBAM - SMB Specialization for Account Managers**

**Update : DEMO**

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1.What are two indicators that a customer should consider the installation of a Wireless LAN Controller? (Choose

two.)

- A.want to provide employee wireless access
- B.want to provide unsecured wireless access
- C.need between two and three access points
- D.need one access point
- E.need more than four access points
- F.want to provide guest wireless access

Answer:EF

2.What resource would you recommend to a new Cisco partner for a variety of tools? (Choose one.)

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

Answer:C

3.Which statement best describes what Cisco Smart Care Service provides? (Choose tonw.)

- A.bundled, unlimited support with the purchase of any Cisco product
- B.bundled technical support and maintenance for Cisco networks
- C.fee-based add-on support and tech-to-tech assistance for Cisco products
- D.technical support, maintenance, and monitoring to Cisco networks

Answer:D

4.Which two functions does Cisco Configuration Assistant provide? (Choose two.)

- A.call forwarding
- B.command line configuration
- C.wireless connectivity
- D.device discovery
- E.call routing configuration

Answer:DE

5.Increased productivity, minimized legal risks, and improvements in "green" operation can be easily linked to Cisco solutions in which technology area? (Choose one.)

on the destination network, between the server and a router

- A. Security
- A.voice
- B.routing and switching
- C.eCommerce
- D.web collaboration

Answer:A

6.For which of the following campus LAN areas is the Cisco Catalyst Express 500 Series Switch most suitable? (Choose one.)

- A.backbone area
- B.distribution area
- C.core area
- D.access area

Answer:D

7.Which Cisco support service product targets customers with up to 48 users on a network where voice .communication is mission-critical to business operation? (Choose one.)

- A.SMARTnet Partner Service
- B.Cisco Smart Foundation Service
- C.Cisco Technical Assistance Center
- D.Cisco SMARTnet for SBCS
- E.isco Smart Care Service

Answer:D

8.In which areas do SMBs tend to require better products than found in retail stores?(Choose one.)

- A.voice, intranet, and security
- B.security, voice, and wide-area networking
- C.wireless, intranet, and wide-area networking
- D.wireless, security, and voice

Answer:D

9.What are three of the attributes sought in a target customer for Cisco Smart Foundation services? (Choose three.)

- A.50 or fewer network devices
- B.comprehensive network-wide support requirements
- C.fewer than 250 network users
- D.network is not mission-critical to business
- E.network is considered mission-critical
- F.,skilled on-site customer IT staff

Answer:ACD.

10.Which three characteristics are true of the ProtectLink Gateway product? (Choose three.)

- A.provides encryption between a browser and a web server
- B.provides web server content filtering
- C.is bundled in the SPS platform
- D.provides content filtering for e-mail
- E.blocks 97% of SPAM
- F.protects from spyware and phishing attacks

Answer:BDF

11.Which three characteristics are indicators that a potential SMB customer is in the SBR-defined growth phase? (Choose three.)

- A. .requesting convergence of voice and data
- B. providing a customer with a basic up-to-date website
- C. wanting greater connectivity for customers
- D. needing rapid secure access to customer history, data, or buying behavior
- E. focusing on becoming more efficient

Answer:ACE

12. What are two components of the Discovery Guide in the Cisco sales approach? (Choose two.)

- A. recommending a business needs-based solution
- B. probing more deeply into the customer's business challenges
- C. calculating the customer's business need priorities
- D. ranking customer business needs

Answer:BD

13. For which two reasons are Integrated Services Routers well-positioned for the SMB market? (Choose two.)

- A. They scan packets for malicious activity.
- B. They offer superior site-to-site routing.
- C. They offer the best choice for remote access needs.
- D. They require no configuration to install.
- E. They are integrated with firewall capabilities.

Answer:CE

14. Which three of the following are bundled components in the SPA9000 Voice system? (Choose three.)

- A. intercom and group paging
- B. voice mail
- C. auto attendant
- D. web conferencing
- E. contact center features
- F. a call-management device

Answer:ABC

15. bMightyResearch indicated that a significant percentage of SMBs are concerned about which factor in a UC solution? (Choose one)

- A. non-Cisco vendors providing more viable SMB solutions
- B. minimized call-center effectiveness
- C. cost savings to justify replacing existing legacy systems
- D. costs out-weighting benefits

Answer:C