

Exam : Cisco 650-177

Title : SMB Solutions for Account Managers

Version : DEMO

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1.The Solutions Recommendation Guide is a framework for creating a customized SMB solution. In order to create a customized solution, which two components are needed? (Choose two.)

- A.implementation ratings determined
- B.specific products and technology available
- C.benefits to the business decided
- D.business capabilities enabled
- F.business challenges identified

Answer:B,F

2.What two technologies do SMB customers most often want to implement in the future? (Choose two.)

- A.Mobility
- B.Optical
- C.Telepresence
- D.Voice
- E.Data Center

Answer:A,D

3.What Cisco CE520 feature optimizes quality of service?

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

Answer:D

4.What is a key purpose of the Solutions Recommendation Guide?

- A.present Cisco products
- B.provide a framework of tested and proven models
- C.identify basic needs of the business
- D.calculate the business need priority

Answer:C

5.Which Cisco support service product is sold, supported, and delivered by partners?

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

Answer:C

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

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

E.nstructions: Number of answers: 1

Answer:C

7.What is a primary partner benefit of selling services?

- A.easier customer sales cycle
- B.increased margins
- C.fewer customer call backs
- D.available financing options

Answer:B

8.What is the primary purpose of IPS?

- A.to scan packets for malicious activity
- B.to provide basic firewall protection
- C.to host secure remote communications
- D.to host Internet connectivity
- E.to provide AIM

Answer:A

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

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

Answer:A,B,C

10.Which two CRM servers allow Cisco Unified Call Connector to be configured for connectivity? (Choose two.)

- A.Microsoft Dynamics
- B.Salesforce.com
- C.Oncontact
- D.Siebel
- E.ACT!

Answer:A,B

11.A distribution area provides an aggregation point for which components?

- A.edge devices
- B.aggregation switches
- C.core devices
- D.access-area switches
- E.distribution devices

Answer:D

12.MightyResearch indicated that a significant percentage of SMBs are concerned about which factor in a UC solution?

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

Answer:C

13.Why are consumer-grade access points and routers not the best choice for SMBs? (Choose two.)

- A.They are not designed for multi-access-point networks.
- B.They do not scale well.
- C.They have higher total cost of ownership than some enterprise products.
- D.Their upgrade paths compete directly against Cisco upgrade paths.

Answer:A,B

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

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

Answer:A

15.The Cisco UC520 provides integrated WLAN connectivity to mobile clients for which technology?

- A.voice only
- B.data and voice
- C.data only

Answer:B

16.In which areas do SMBs tend to require better products than found in retail stores?

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

Answer:C

17.Select the three foundational hardware components that comprise the Smart Business Communication System. (Choose three.)

- A.IPcelerate IPsmartSuite
- B.Cisco Unified Communication 500 series
- C.Catalyst Express
- D.Cisco UnifiedCallConnector
- E.Cisco Monitor Directory
- F.Cisco 500 seriesphones

Answer:B,C,F

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

- A.routing and switching
- B.web collaboration
- C.on the destination network, between the server and a router
- D.eCommerce
- E.voice
- F.ecurity

Answer:D

19.Identity authentication, protocol encryption, secure guest access, voice over WLAN features, and a

small device footprint are all highlights of what product in the wireless technology market?

- A.wireless monitoring device
- B.wireless LAN controller
- C.wireless bridge
- D.wireless management device
- E.access point

Answer:B

20.Which two are elements of the operational-efficiency business challenge? (Choose two.)

- A.improving business processes
- B.making existing resources more productive
- C.offering enhanced customer service
- D.providing flexible channel and delivery options

Answer:A,C

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