

**Exam : Cisco 650-195**

**Title : SMBEN - SMB Solutions for Engineers**

**Version : DEMO**

<http://www.test4actual.com>

1. Which Cisco Small Business portfolio product is targeted to customers who leverage technology as a strategic advantage in their business?

- A. Cisco Small Business Series
- B. Cisco Integrated Services Routers
- C. Cisco Partner Development Funds
- D. Cisco Small Business Pro Series
- E. Cisco Catalyst Switches

Answer: D

2. Which two types of information might be found at the Small Business Partner Central website? (Choose two.)

- A. sales program information
- B. online product ordering
- C. technology partner products and services
- D. product information on the Data Center products
- E. specialization and certification details

Answer: AE

3. Which Cisco Small Business wireless product includes a 5-port switch?

- A. WAP200E
- B. WET200
- C. WAP4410N
- D. WAP2000
- E. WAP200

Answer: B

4. What is the minimum level of account access that partners need to download Cisco Configuration Assistant from Cisco.com?

- A. Guest
- B. Privileged
- C. Cisco CCIE
- D. Select
- E. Partner

Answer: D

5. Which two Cisco Partner Development Funds tracks are available for SMB Specialized and Express Foundation Specialized partners? (Choose two.)

- A. PDF Cash Back
- B. PDF Pro Basic
- C. Commercial PDF BE
- D. Commercial PDF EUC
- E. PDF Core

Answer: BE

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. Cisco Intrusion Prevention System

- B. higher bandwidth
- C. virtual private networks
- D. access control lists
- E. URL filtering

Answer: CE

7 .The Cisco Smart Business Communications System offers support of third-party applications. What is the primary purpose of the VeraSMART application?

- A. present relevant customer information
- B. interpret detail call records
- C. access shop data
- D. manage and remediate network problems

Answer: A

8 .What solution would you recommend to a small business customer that requires high-bandwidth connectivity and strong security?

- A. CE520
- B. 520-T1 SR
- C. ASA5505
- D. UC520

Answer: B

9 .Using Smart Designs increases the typical deal size by how much?

- A. 3x
- B. 5x
- C. 10x
- D. 2x

Answer: A

10 .What is the primary benefit of Single Number Reach?

- A. Employees can receive calls at their desk and cell phone simultaneously.
- B. Customers can call one number to reach all employees.
- C. Employees can have their calls forwarded to the receptionist.
- D. Customers can call any office number and the receptionist receives the call.

Answer: A