

Pass4sure 646-205 CSE Q&As

Cisco Sales Expert **Exam Number:** 646-205 **Duration:** 60 minutes (45-55 questions) **Available Languages:** English

QUESTION 1 What is A WAN? A.A network that is restricted. To A single building, A group of buildings, or even A single room B.A network that encompasses an entire city or metropolitan area and connects multiple LANs C.A network that connects client devices wirelessly using radio waves D.A network that crosses metropolitan, regional, or national boundaries

Answer: B QUESTION 2 Which network technology addresses these customer business needs: shrinking budgets and IT staffs, more complex networks, and an increased need for network security? A.Optical network B.Storage-area network (SAN)

C.Content delivery network (CDN) D.Network management Answer: D QUESTION 3 What feature does the Partner E-Learning Connection provide? A.Lists of training-partner class offerings B.Hosted website that partners use to deliver e-learning to customers C.Full versions of all Cisco technical-level classes D.Flexibility, web-based knowledge and learning

E.Live instructor-led, web-based classes Answer: D QUESTION 4 Small businesses face unique customer challenges, which three challenges are small businesses looking to overcome? (Choose three) A.technical staffing B.data center deployments C.employee training D.cost containment E.operational efficiency F.customer responsiveness Answer: DEF QUESTION

5 Which two Internet Protocol (IP) telephony devices are best categorized as infrastructure components? (Choose two.) A.Call management software B.Media Convergence Servers (MCSs) C.Voice gateways D.IP telephones Answer: BC

QUESTION 6 Which Cisco collaboration service will encourage true customer intimacy by quickly and proactively connecting people with the information, expertise and support that they need? A.ip communications B.conferencing C.customer care

D.telepresence E.messaging Answer: C QUESTION 7 Which Cisco collaboration product line will reduce TCO. Improve the user experience and productivity, and increase business relevance? A.customer care B.conferencing C.messaging

D.telepresence E.IP communications Answer: B QUESTION 8 Simplified guest access, comprehensive communication and collaboration, and optimized asset and network visibility are benefits of which type of Cisco deployment? A.Cisco Cloud Computing

B.Cisco Routing and Switching C.Cisco Wireless D.Cisco Conferencing Answer: C QUESTION 9 Which three benefits are provided by the implementation of Cisco C-series servers into a virtualized data center environment? (choose three) A.extended memory support B.storage-intensive platform C.enterprise-focused design D.infiniBand networking

E.blade-based deployments F.cost-effective server Answer: ACE QUESTION 10 How does a switch respond when it receives a message? A.It reads the Layer-5 information and sends the message directly to the intended computer. B.It reads the Media Access Control (MAC) address and broadcasts the message to all the computers that are connected to the switch.

C.It reads the Media Access Control (MAC) address and sends the message directly to the intended computer. D.It reads the Layer-5 information and broadcasts the message to all the computers that are connected to the switch. Answer: C

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