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**Vendor:**Cisco

**Exam Code:**646-365

**Exam Name:**Cisco Express Foundation for Account  
Managers

**Version:**Demo

### QUESTION 1

What is the role of Cisco AnyConnect in a borderless network?

- A. Access control to switch ports is provided by Cisco AnyConnect.
- B. Cisco AnyConnect is a host intrusion prevention application with an integrated personal firewall.
- C. Cisco AnyConnect enables secure connectivity of authorized devices.
- D. Cisco AnyConnect filters malicious content from HTTP traffic.

Correct Answer: C

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### QUESTION 2

Which three statements accurately describe the evolution of the workplace and its impact on security? (Choose three.)

- A. Mobility causes location borders to shift.
- B. Cloud services cause end-user locations to shift.
- C. Cloud services cause application borders to shift.
- D. IT consumerization causes location borders to shift.
- E. IT consumerization causes device borders to shift.

Correct Answer: ABE

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### QUESTION 3

Which statement is true regarding TCO calculations that an account manager prepares for the customer?

- A. Different stakeholders always have the same expectations regarding the TCO calculation.
- B. Cisco Capital financing should not be presented to the customer.
- C. Non-measurable business benefits should never be presented to the customer.
- D. TCO calculation should emphasize Cisco strategic values including support of current market transitions.

Correct Answer: D

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### QUESTION 4

Which two statements apply to a collaboration architecture that is integrated with Cisco SecureX? (Choose two.)

- A. Security services are available at the network level.

- B. Security services are available for collaboration appliances only.
- C. Security services are available for collaboration services.
- D. Security services are not available for client services.
- E. Cisco AnyConnect does not support secure connectivity to enable access to collaborative applications from mobile devices.

Correct Answer: AC

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#### QUESTION 5

Which three are challenges that are related to video deployments that are addressed by borderless network services in Cisco routers and by Cisco MediaNet? (Choose three.)

- A. bandwidth issues that are caused by centralized video mixing
- B. difficulty monitoring video performance and user experience
- C. difficulty configuring new video devices at all sites
- D. lack of support for far-end camera control (FECC) at some video terminals
- E. limited availability of high-speed video connections between sites

Correct Answer: ABC

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#### QUESTION 6

Which two Cisco products can demonstrate the "one policy" approach in the Cisco Unified Access solution? (Choose two.)

- A. Cisco Mobility Services Engine
- B. Catalyst 6500 Series Switch
- C. Cisco ISE
- D. Cisco WLC
- E. Cisco AnyConnect

Correct Answer: CE

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#### QUESTION 7

Which three of these vendors are the strongest competitors to Cisco in the switching market? (Choose three.)

- A. Extreme Networks

- B. IBM
- C. Juniper
- D. Riverbed Technology
- E. HP
- F. Brocade

Correct Answer: CEF

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#### **QUESTION 8**

What are the two benefits of the "one policy" approach in the Cisco Unified Access solution? (Choose two.)

- A. Single management platform
- B. Unified control over who, what, when, where, and how uses the network
- C. Best in class WLAN and LAN switching
- D. Consistent access control across location and platforms
- E. Best in class routing

Correct Answer: BD

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#### **QUESTION 9**

Which three are advantages of Cisco Prime LMS? (Choose three.)

- A. It comes for free with any Cisco ISR G2 or Cisco ASR purchase.
- B. It includes Cisco Borderless Networks service work centers.
- C. It includes Cisco LAN sensor licenses.
- D. It includes Cisco Smart Business Architecture (SBA) validated templates.
- E. It provides complete life-cycle management.

Correct Answer: BDE

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#### **QUESTION 10**

Which one of these statements is true about Cisco EnergyWise technology?

- A. Cisco EnergyWise management is supported only via Cisco EnergyWise Orchestrator.
- B. Cisco EnergyWise domains are defined on the Domain Name System.

- C. Cisco EnergyWise endpoints are managed by policies and monitored for energy usage.
- D. Cisco EnergyWise is supported on Catalyst 3560 Series Switches and higher.

Correct Answer: C

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#### **QUESTION 11**

Which three are the most important business-driven considerations regarding networking equipment? (Choose three.)

- A. The network is a source of innovation and one of the most strategic assets.
- B. You should accept that networking innovation has ended.
- C. A next-generation network enables business benefits and customer engagement.
- D. The network has to support security and energy efficiency.
- E. Social networking and video services do not drive decisions on networking equipment.
- F. Virtualization and remote access solutions should be considered as a Software as a Service solution.

Correct Answer: ACD

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#### **QUESTION 12**

Which of the following Cisco Catalyst switch families is typically deployed outside the wiring closet?

- A. Cisco Desktop Switches
- B. Cisco Compact Switches
- C. Cisco Catalyst 1000 Series
- D. Cisco Catalyst 2000 Series

Correct Answer: B

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