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Vendor:Cisco

Exam Code:650-179

Exam Name:SMB Solutions for Account Managers

Version:Demo

QUESTION 1

Which option is an enhancement of the Catalyst 2960-S switch over the Catalyst 2960 switch?

- A. Compact form factor
- B. Power over Ethernet
- C. 10 Gigabit Ethernet uplinks
- D. 48 ports in Fast Ethernet

Correct Answer: C

QUESTION 2

Which two options are key competitive selling messages for Cisco 200 Series Switches? (Choose two.)

- A. Competitively priced
- B. Managed as a single stackable unit
- C. Part of a comprehensive network portfolio
- D. Solution-based integration into cloud services
- E. Provides UTM security

Correct Answer: AC

QUESTION 3

What are the three main pillars of the Cisco One Product Portfolio for small business customer*?

- A. Collaborate, simplify, virtualized
- B. Communicate, share, unify
- C. Connect, secure, communicate
- D. Converge, connect, secure

Correct Answer: C

QUESTION 4

Cisco Business Edition 3000 supports a centralized call processing deployment model, which means that one system can support a company central site and several remote sites, including the central sites can be supported?

- A. 5
- B. 9
- C. 10
- D. 15

Correct Answer: C

QUESTION 5

What selling feature is available across all Cisco SPA IP Phones?

- A. high-definition voice
- B. dynamic softkeys
- C. interactive video
- D. Wi-Fi and Bluetooth

Correct Answer: A

QUESTION 6

True stacking means that you can configure, troubleshoot, and manage a group of switches as a single entity. Which Cisco switches are stackable up to 8 units or 192 ports?

- A. Cisco 300 Series
- B. Cisco Catalysts 2960-S Series
- C. Cisco SFE/SGE Switches
- D. Cisco Catalyst 3560 Series

Correct Answer: C

QUESTION 7

Which Cisco resource provides partners with pre-tested and flexible solutions that mitigate risk and provide investment protection for their customers?

- A. Quote Builder
- B. Cisco Capital
- C. SMB University
- D. Smart Designs

E. Cisco Small Business NFR Program

Correct Answer: D

QUESTION 8

Which two key purchase decision factors are most important to a target customer considering the Cisco Unified Communications 300 Series? (Choose two.)

- A. Bandwidth
- B. Cost
- C. Customization
- D. Scalability
- E. Service

Correct Answer: BE

QUESTION 9

Which three options are characteristics of Cisco RV Series Routers? (Choose three)

- A. Browser-based configuration
- B. Hosted security
- C. Integrated voice mail
- D. Survivable remote site telephony
- E. Virtual private network connectivity
- F. Wired and wireless versions

Correct Answer: AEF

QUESTION 10

How much does Cisco Small Business Partner Design Support charge to provide Cisco technical expertise to help registered partners build and deliver network solutions that solve customer's small business issues?

- A. \$149
- B. \$499
- C. \$999
- D. No charge

Correct Answer: D

QUESTION 11

Cisco ProtectLink Web security service delivers cloud-based web threat protection for an extra layer of security on select Cisco RV Series Routers. Which two functions does the ProtectLink Web security service provide?

- A. detects unauthorized access to the network
- B. enforces web-usage policies
- C. filters out spam on employee email
- D. scans for spyware and viruses on user machines
- E. URL filtering blocks access to known malicious sites

Correct Answer: BE

QUESTION 12

Where can a partner who subscribes to the Cisco OnPlus Service find enablement roadmaps and tips for monetizing the Cisco OnPlus Service?

- A. Cisco OnPlus Community
- B. Cisco OnPlus Service Portal
- C. Cisco OnPlus Service ROI Tool
- D. Cisco OnPlus Service Practice Development

Correct Answer: D

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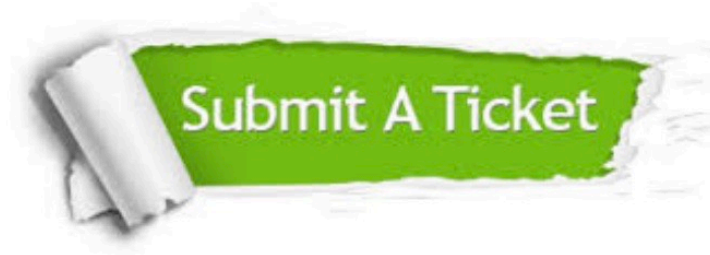
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