Vendor: Cisco

Exam Code:700-505

Exam Name:SMB Specialization for Account Managers

Version: Demo

QUESTION 1

Which Cisco Partner Sales Tool provides a single searchable location for sales guidance and technical details to help differentiate Cisco solutions from the competition?

A. Cisco Commerce Workspace

B. Competitive Portal

C. Quick Product Reference Guide

D. Cisco Discovery Service

Correct Answer: B

Section: (none)

QUESTION 2

Which two product portfolios help make up the Cisco Office in a Box solution? (Choose two.)

A. Cisco Nexus 3048

B. Cisco UCS C-Series Servers

C. Cisco UCS E-Series Servers

D. Cisco ISR 2900 and 3900 Series

E. Cisco Nexus 5000

F. Cisco ISR 1900, 2900 and 3900 Series

Correct Answer: CD

Section: (none)

Reference:

http://www.cisco.com/en/US/prod/collateral/ps10265/ps12629/white_paper_c11-715347.html (Second para)

QUESTION 3

Which two options are Cisco Telepresence multipurpose endpoint solutions for small and midsize business? (Choose two.)

A. Third-party videoconferencing endpoint

B. Cisco MX200

C. Cisco VCS

D. Cisco Profile 42

Correct Answer: BD

Section: (none)

Reference:

http://www.cisco.com/web/products/webextelepresence/products.html

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QUESTION 4

Which two customer characteristics indicate an opportunity for Cisco Meraki cloud-managed networks? (Choose two.)

A. having networking experts on site

B. requiring a high degree of flexibility and customization

C. implementing data center or large campus deployments

D. having distributed sites and lean IT staff

E. moving applications to the cloud

Correct Answer: CD

Section: (none)

QUESTION 5

Which three options are opportunities for partners to introduce Cisco Meraki products to existing or prospective customers? (Choose three.)

A. Cisco Meraki roadshow

B. Webinars with a free AP for qualified attendees IE

C. Cisco Meraki equipment rental program

D. Free mobile device management with Systems Manager

E. Free product trials

F. Free Cisco Meraki refurbished equipment

Correct Answer: BDE

Section: (none)

QUESTION 6

Which two customer benefits can be realized with Cisco Unified Data Center? (Choose two.)

A. 50 percent faster disaster recovery

B. 50 percent less time in application deployment

C. 15 percent faster in application performance, 40 percent less in infrastructure costs

D. 60 percent less cost for cooling and power

Correct Answer: AD

Section: (none)

Reference:

http://www.cisco.com/web/GR/connect2013/pdfs/024_cisco_eugenioszervoudis.pdf (slide 10)

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QUESTION 7

Which four customer needs do Cisco architectures help solve? (Choose four.)

A. eliminate redundancy

B. guarantee business outcomes

C. increase ROI

D. reduce independence

E. provide reliability

F. slow staff growth

G. lower costs

H. boost productivity

Correct Answer: CEGH

Section: (none)

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QUESTION 8

Which three options are benefits that a customer can achieve by implementing a Cisco borderless wired- wireless solution? (Choose three.)

A. Automatically provision SSIDs based on VLAN ID

B. Allow more than 50 users per access point to stream video content.

C. Determine the number of devices and users on the network.

D. Enforce policies to manage network access and keep data secure.

E. Network scalability to meet increased traffic and growing number of devices.

F. Prevent non-authorized devices from seeing SSIDs.

Correct Answer: CDE

Section: (none)

QUESTION 9

Which Cisco series switch is stackable and provides solid baseline switching?

A. 200 Series

B. 300 Series

C. 500 Series

D. 100 Series

Correct Answer: C

Section: (none)

Reference:

http://www.sws.cz/prod_img/cisco/500seriesaag.pdf

QUESTION 10

Which resource should you use when you need to obtain current information about incentive programs and promotions?

A. Web search

B. Cisco Partner Central web site

C. 1-877-GO-CISCO

D. Your local Cisco sales engineer

Correct Answer: B

Section: (none)

Reference:

http://www.cisco.com/web/partners/index.html

QUESTION 11

Which statement about TrustSec is true?

A. It monitors all the devices on the network, and turns them off when they are not needed.

B. It provides a policy-based, scalable platform that offers integrated posture, profiling, and guest services to make context-aware access control decisions.

C. It provides secure rich-media and collaboration services to optimize real-time voice and video applications.

D. It provides defense against denial of service attacks.

Correct Answer: B

Section: (none)

Reference:

http://www.cisco.com/en/US/solutions/collateral/ns170/ns896/ns1051/at_a_glance_c45- 653057.pdf (page 1, see Cisco TrustSec Secures borderless networks, first para, first sentence)

QUESTION 12

Which three statements about the Cisco ISR G2 security solutions are true? (Choose three.)

A. Cisco ISR G2 security should only be deployed after a customer has rejected deploying Cisco ASA security.

B. Web Security Connected is delivered as a service module.

C. Software upgrades and reboots are needed to install security licenses.

D. Web Security Connected integrates with the Cisco ASA firewalls and the Cisco AnyConnect secure mobility client.

E. Cisco IPS network module can be added to the Cisco 2900 and 3900 Series routers.

F. Software licenses for security services include; IPsec/SSL VPN, Firewall, IPS.

Correct Answer: CDF

Section: (none)

http://www.cisco.com/en/US/prod/collateral/routers/ps10616/white_paper_c11_556985_ps10538 _Products_White_Paper.html

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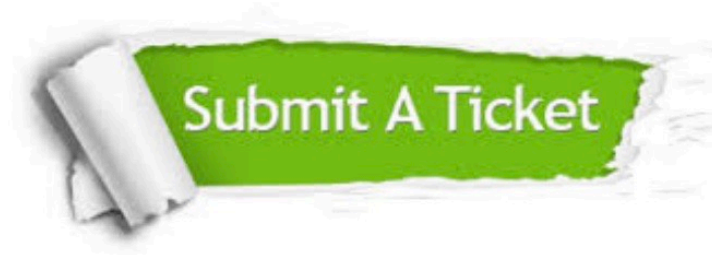
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