

# 646-205

## Cisco

### Cisco Sales Expert (CSE)

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<b>Exam Name:</b>	<b>Cisco Sales Expert</b>		
<b>Exam Type:</b>	<b>Cisco</b>		
<b>Exam Code:</b>	<b>646-205</b>	<b>Total Question</b>	<b>90</b>

**Question: 1**

Which three are current small business needs for technology investments?(choose three)

- A. Minimize network investments
- B. Reduce reliance on technology
- C. Plan for today
- D. Be more productive
- E. Work from anywhere
- F. Serve customers better

**Answer: A, E, F**

**Question: 2**

If A. small business customer required mobility to be delivered via multiple access points, which wireless portfolio of solutions would be the best choice?.

- A. Small business
- B. Small multipro
- C. AirNet
- D. Small business pro

**Answer: D**

**Question: 3**

The ability to stack switches using cisco stack wise technology provides A number of important benefits to the customer, which of these is A benefit of cisco stack wise?

- A. Allows cisco smart switches to be incorporated into the stack
- B. Allows multiple switches to be managed as A single device.
- C. Enables switches in multiple wiring closets to provide failover for each other
- D. Eliminates the need to purchase smart net on individual switches in the stack

**Answer: B**

**Question: 4**

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. Telepresence
- B. Messaging
- C. Conferencing
- D. Customer care
- E. Ip communications

**Answer: D**

**Question: 5**

The cisco telepresence portfolio provides industry-leading video-conferencing solutions , how does the Cisco acquisition of Tandberg strengthen its position?

- A. It will give cisco products A strategic advantage by providing privileged access to the TIP
- B. It enables cisco to eliminate product redundancies and improve margins
- C. It provides cisco with its first high-end telepresence offering
- D. It allows cisco to quickly broaden its product portfolio to better serve customer needs

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**Answer: D**

**Question: 6**

In which area of the campus LAN are the user computers attached to the network?

- A. Core
- B. Access
- C. Distribution
- D. Aggregation

**Answer: B**

**Question: 7**

Which Cisco product family is the recommended platform for 10 gigabit Ethernet in the data center?

- A. ASR
- B. Nexus
- C. ISR
- D. Catalyst
- E. Vcenter

**Answer: B**

**Question: 8**

Which three benefits are provided by the implementation of Cisco C-series servers into a virtualized data center environment? (choose three)

- A. Blade-based deployments
- B. Enterprise-focused design
- C. InfiniBand networking
- D. Cost-effective server
- E. Storage-intensive platform
- F. Extended memory support

**Answer: A, B, F**

**Question: 9**

The Cisco IronPort portfolio performs which service?

- A. Reduces the downtime that is associated with spam, viruses, and blended threats that are delivered via email
- B. Defends the perimeter from malicious users and unauthorized traffic
- C. Provides a secure communication path through the Internet
- D. Determines if a user or device is authorized to access a switch port

**Answer: A**

**Question: 10**

What are three current business factors that are influencing customer decisions in making technology investments? (choose three)

- A. Return on investment
- B. Competitiveness
- C. Number of product features

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