

650-175

Cisco

SMBAM - SMB Specialization for Account Managers

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Question: 1

Which two indicators should be taken into consideration by a customer when installing a Wireless LAN Controller? (Choose two.)

- A. Want to provide employee wireless access
- B. Need between two and three access points
- C. Need more than four access points
- D. Want to provide guest wireless access

Answer: C, D

Question: 2

Which three statements best describe the features of the ProtectLink Gateway product? (Choose three.)

- A. Provides encryption between a browser and a web server
- B. Provides web server content filtering is bundled in the SPS platform
- C. Provides content filtering for e-mail blocks 97% of SPAM
- D. Protects from spyware and phishing attacks

Answer: B, C, D

Question: 3

Which three features can indicate that a potential SMB customer is in the SBR-defined growth phase? (Choose three.)

- A. Requesting convergence of voice and data
- B. Providing a customer with a basic up-to-date website
- C. Wanting greater connectivity for customers
- D. Focusing on becoming more efficient

Answer: A, C, D

Question: 4

Refer to the following items, which two are components of the Discovery Guide in the Cisco sales approach? (Choose two.)

- A. Probing more deeply into the customer's business challenges
- B. Recommending a business needs-based solution
- C. Calculating the customer's business need priorities
- D. Ranking customer business needs

Answer: C, D

Question: 5

Cisco Integrated Services Routers (ISR) help organizations optimize branch services into a single platform that delivers a consistent user experience with a lower total cost of ownership. Why are Integrated Services Routers well-positioned for the SMB market? (Choose two.)

- A. They require no configuration to install.
- B. They scan packets for malicious activity.
- C. They offer the best choice for remote access needs.
- D. They are integrated with firewall capabilities.

Answer: C, D

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