



Exam : Cisco 646-204

Title : Cisco Sales Expert

Update : Demo

1. Which Cisco program fairly and equitably rewards partners that actively identify, develop, and win new business opportunities in targeted market segments?

- A. Value Incentive Program
- B. Solution Incentive Program
- C. Opportunity Incentive Program
- D. Foundation Advantage
- E. Opportunity Incentive Program

Answer: C

2. What feature does the Partner E-Learning Connection provide?

- A. Full versions of all Cisco technical-level classes
- B. Live instructor-led, web-based classes
- C. Flexible, web-based knowledge and learning
- D. Hosted website that partners use to deliver e-learning to customers
- E. Lists of training-partner class offerings

Answer: C

3. Which two of the following are benefits of engaging Cisco field resources? (Choose two.)

- A. Maximize the number and value of customer sales engagements
- B. Access free implementation and support services
- C. Eliminate sales and marketing expense
- D. Increase revenue and improve margin
- E. Access free hardware and software for resale

Answer: AD

4. What is a wide-area network (WAN)?

- A. a network that connects client devices wirelessly using radio waves
- B. a network that crosses metropolitan, regional, or national boundaries
- C. a network that is restricted to a single building, a group of buildings, or even a single room
- D. a network that encompasses an entire city or metropolitan area and connects multiple local-area networks (LANs)

Answer: B

5. In which area of the campus local-area network (LAN) are the user computers attached to the network?

- A. core
- B. access
- C. distribution
- D. aggregation

Answer: B

6. Which Cisco software provides intelligence to the network?

- A. Cisco IOS
- B. CiscoWorks

- C. Cisco ONS 15540
- D. Cisco CallManager

Answer: A

7. A software engineering firm wants to streamline call center operations to reduce customer wait times and improve employee productivity. Which Cisco solution best matches this business need?

- A. optical network
- B. IP telephony
- C. WLAN
- D. DSL

Answer: B

8. What are five layers in the OSI model? (Choose five.)

- A. session
- B. physical
- C. protocol
- D. gateway
- E. data link
- F. transport
- G. application

Answer: ABEFG

9. What is the key element in SMB solutions?

- A. They provide the lowest possible cost.
- B. They reduce the cost and complexity associated with multiple services in a single device.
- C. They reduce complexity by eliminating features.
- D. Consumer-level products are suitable for SMB needs.
- E. Reliability is not important since replacement products are inexpensive.

Answer: B

10. What are two software-based attacks that disable individual workstations and typically spread from user to user by e-mail? (Choose two.)

- A. virus
- B. worm
- C. Trojan
- D. executable

Answer: AB

11. SMARTnet and SMARTnet Onsite provide which two services? (Choose two.)

- A. updates to all Cisco software
- B. support for Cisco IOS software
- C. registered access to Cisco.com
- D. support for application software such as Cisco CallManager

Answer: BC

12. Which program has been specifically designed for small-sized and medium-sized businesses and provides easy, cost-effective network support to help ensure reliable operations, contain costs, and protect their investments?

- A. Cisco Software Application Support Services
- B. Cisco Focused Technical Support Services
- C. Cisco Smart Foundation Service
- D. Cisco SP Base
- E. Cisco SMARTnet Onsite

Answer: C

13. Which network security strategy element refers to implementing barriers that serve as both physical and virtual protections against possible threats?

- A. test the system
- B. secure the network
- C. monitor and respond
- D. develop security policy

Answer: B

14. What distinguishes IP telephony from standard analog telephony?

- A. IP telephony uses IP addressing to provide a single dedicated path through a circuit-switched network.
- B. IP telephony uses IP addressing to enable two-way voice transmission over a packet-switched TCP/IP network.
- C. IP telephony uses TCP/IP to ensure that voice packets are given priority throughout the network so that conversations arrive intact.
- D. IP telephony uses IP addressing to establish a single dedicated path through a packet-switched network.

Answer: B

15. Cisco 12000 Series routers provide carrier-class availability and performance in both the network backbone and at the edges. This solution is appropriate for a _____.

- A. midsize financial services company that has acquired a smaller company, which has locations in three different cities
- B. new and growing Internet hosting company with global Internet data centers whose business customers depend on the reliability of the network
- C. university that wants to create an integrated communications network that supports distance learning, e-learning, and collaborative research
- D. midsize enterprise organization that is migrating to a converged network for its internal employees to address user needs for voice, video, and data

Answer: B

16. Which wireless local-area network (WLAN) device is often used to make wireless connections

between buildings or campuses?

- A. router
- B. bridge
- C. access point
- D. client adapter

Answer: B

17. Which two scenarios are opportunities for selling a Cisco VPN solution? (Choose two.)

- A. an online music retailer with multiple downloading locations that wants to centralize access to large media files
- B. a growing publishing firm that needs a secure way for remote content editors to connect through the Internet to the company extranet
- C. a large ISP that has been targeted by a denial of service attack that disables Internet access for several thousand customers
- D. a mortgage-lending company that opens several branch offices that require secure access to underwriting information on the corporate extranet

Answer: BD

18. In the OSI model, switching occurs at which layer?

- A. Layer 1
- B. Layer 2
- C. Layer 3
- D. Layer 4

Answer: B

19. Cisco CallManager software is installed in which network component?

- A. Cisco SoftPhone
- B. Cisco IP Telephone
- C. Cisco Media Convergence Server (MCS)
- D. Cisco Internet Protocol Contact Center (IPCC)

Answer: C

20. Which two technologies help enterprises reduce complex computing jobs to minutes and hours, rather than taking days and weeks? (Choose two.)

- A. InfiniBand
- B. Remote Direct Memory Access
- C. SCSI over IP
- D. Firewall Services
- E. Secure Socket Layer
- F. Hyperchannel

Answer: AB

21. A partnership between an architectural firm and an engineering consulting company requires a network-to-network connection to boost productivity and prevent interception of proprietary information. Which Cisco solution best matches this business need?

- A. IP telephony
- B. storage-area network (SAN)
- C. Virtual Private Network (VPN)
- D. content delivery networking (CDN)

Answer: C

22. An essential element of Cisco development has been its leading role in advancing what network protocol?

- A. Internet Protocol (IP)
- B. Point-to-Point Protocol (PPP)
- C. Serial Line Internet Protocol (SLIP)
- D. Asynchronous Transfer Mode (ATM)

Answer: A

23. Which tool provides a complete guide that makes it easier for partners, regardless of their experience level, to sell Cisco Unified Communications solutions to their customers? A. Solution Expert

- B. Quote Builder
- C. Sales Accelerator
- D. Competitive Edge
- E. Cisco Discovery

Answer: C

24. How many layers are in the OSI model?

- A. 5
- B. 6
- C. 7
- D. 8

Answer: C

25. What is a network that is composed of smaller local-area networks (LANs) that exist within a business campus?

- A. campus LAN
- B. LAN campus subnet
- C. campus wide-area network (WAN)
- D. campus storage-area network (SAN)
- E. campus local-area neighborhood (LAN)
- F. campus metropolitan-area network (MAN)

Answer: A

26. Which Internet Protocol (IP) telephony component category includes network-based software elements that enable advanced IP telephony functions?

- A. clients
- B. infrastructure

- C. call management
- D. voice applications

Answer: D

27. What type of approach is used to deploy, operate, and optimize Cisco solutions?

- A. Lifecycle advantages
- B. Lifecycle services
- C. Lifestyle services
- D. Lifestyle advantages
- E. Lifetime advantage

Answer: B

28. Which two Cisco IP telephony products provide advanced call routing? (Choose two.) A. Cisco IPCC Enterprise Edition

- B. Cisco CallManager
- C. Cisco Unity
- D. Cisco MeetingPlace
- E. Cisco IPCC Express Edition

Answer: AE

29. Which two scenarios are opportunities for selling a Cisco Virtual Private Network (VPN) solution? (Choose two.)

- A. an online music retailer with multiple downloading locations that wants to centralize access to large media files
- B. a growing publishing firm that needs a secure way for remote content editors to connect through the Internet to the company extranet
- C. a denial of service (DoS) attack that disables Internet access for several thousand customers of a large Internet service provider (ISP)
- D. a mortgage lending company that opens several branch offices that require secure access to underwriting information on the corporate extranet

Answer: BD

30. What does the Cisco Technical Support Services portfolio provide customers?

- A. resources that help ensure that Cisco products operate efficiently, remain highly available, and benefit from up-to-date system software
 - B. consultation that helps customers benefit from Cisco internal best practices, Internet Protocol (IP) expertise, and networking experience
 - C. consultation that helps customers identify third-party software and equipment that enables their business applications to meet their own specific business goals
 - D. a unified suite of professional engineering support offerings that helps customers ensure their networks can support the latest network applications and technologies
- Answer: A



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