



Exam : **Cisco 646-588**

Title : Cisco® Advanced Wireless LAN for
Account Managers

Update : Demo

1. Which two of the following choices are the primary benefits of the Cisco ecosystem of partners?

(Choose two.)

- A. It helps customers obtain quality products and services at reduced prices.
- B. It enables customers to recycle their old equipment.
- C. It makes it easy for customers to engage with systems integrators.
- D. It makes it easy for customers to engage with service providers and application partners.
- E. It makes it easy for customers to buy equipment that is environmentally safe.

Answer: CD

2. Which three of the following value propositions are most suited to wireless LAN enterprise solutions?

(Choose three.)

- A. creation of a collaborative work environment
- B. security of a unified LAN solution
- C. minimal capital expenditure
- D. time savings offered by mobility-services solutions
- E. satisfaction of a single-vendor LAN solution
- F. minimal time to deployment

Answer: ABD

3. When attending a meeting with the CTO of a manufacturing firm, it becomes clear that adding the resources of an ecosystem partner would help build a solution that would help close the deal. Which two Ecosystem partner technologies would you recommend to the CTO at this manufacturing company?

- A. Handheld scanning devices
- B. Passive RFID
- C. Active RFID Tags
- D. Global Positioning Services (GPS)
- E. Network Management Services

Answer: AC

4. A customer in the manufacturing business is looking to track the performance of high-value assets within the facility. Which product should be recommended?

- A. Cisco 1000 Series lightweight access point
- B. Cisco 1400 Series wireless bridge
- C. Cisco 1500 Series lightweight outdoor mesh access point
- D. Cisco 2700 Series wireless location appliance

Answer: D

5. Which of the following situations is an example of location-based services being used in a wireless network?

- A. A university can provide secure access to visitors regardless of where they move about on campus.
- B. A healthcare organization complies with the Health Insurance Portability and Accountability Act (HIPAA).
- C. A financial services firm can determine whether a server is in or out of use at any point in time.
- D. A retail store improves communications among its employees regardless of their location on the sales

floor.

Answer: C

6. Which three of the following items are key benefits provided by the Cisco Outdoor Wireless Network Solution(controller-based)? (Choose three.)

- A. Zero-Touch configuration
- B. WiMax
- C. Radio Resource Management
- D. Mesh solution supports WiFi location based services
- E. centralized management
- F. Supports a/b and g radio services

Answer: ACE

7. Your customer says, "Mobility services are not a budget priority. If we need mobility services later, we can always expand our network then." Which of the following statements would be your best response?

- A. A pervasive deployment of the Cisco Unified Wireless Network solution with integrated security services delivers the required level of security that allows you to proactively secure your business.
- B. Seizing this opportunity before the competition will allow you to be more proactive and set the business pace.
- C. It will be difficult to react quickly when a competitor deploys mobility services. If you wait, you will need to upgrade your network and deploy the service at the same time.
- D. The costs of a wireless network are very likely to rise in the future. Customers are much better off in the long term to invest in a WLAN today.

Answer: C

8. Which appliance would be the best solution to manage more than 50 lightweight access points for a large enterprise facility?

- A. CiscoWorks WLSE
- B. Cisco 2000 Series wireless LAN controller
- C. Cisco 4100 Series wireless LAN controller
- D. Cisco 4400 Series wireless LAN controller

Answer: D

9. The Cisco Secure Wireless solution incorporates the integrated security services of the Cisco Unified Wireless Network solution. Which three of the following features are inherent to the Cisco Unified Wireless Network? (Choose three.)

- A. policy control
- B. video surveillance
- C. threat defense
- D. proprietary encapsulation
- E. intrusion detection
- F. business continuity

Answer: ACE

10. What education option delivers the best blend of student productivity and cost effectiveness for

earning an IP Telephony Services Specialization?

- A. Partner e-learning connection
- B. Onsite instructor-led training
- C. Offsite instructor-led training
- D. VoIP Self Study Guide

Answer: A

11. Which value proposition best addresses the needs of an IT director at a university who is concerned that the institution is spending considerable amounts of money to connect buildings on the campus?

- A. Cisco WLANs can automate search and inventory mechanisms.
- B. Cisco WLANs offer an open infrastructure to provide flexibility, thereby enabling a network to grow with demand.
- C. Cisco WLANs automate often-repeated transactions and consolidate data analysis and storage.
- D. Cisco WLANs provide a cost-effective alternative to leased-line connectivity.

Answer: D

12. A customer needs a location solution for more than a thousand simultaneous devices for true asset visibility. The solution needs to identify and locate rogue access points and devices to enforce security policies. What is the recommended Cisco technology?

- A. Cisco Network Admission Control Appliance
- B. Cisco wireless location appliance
- C. Cisco wireless LAN controller

D. Cisco Wireless Control System

Answer: B

13. Which value proposition would best address the needs of an IT director at a manufacturing plant who is concerned about increasing productivity on the factory floor?

A. Cisco WLANs reduce the costs that are associated with difficult-to-wire locations, such as factory floors.

B. Cisco WLANs help maintain an open infrastructure, enabling a network to grow with demand.

C. Cisco Unified Wireless Network solutions make it easy to accommodate the wide range of client devices that are often used in manufacturing plants.

D. Cisco WLANs reduce the need for paper-based processes, eliminate bottlenecks, and create greater opportunities for collaboration.

Answer: D

14. You are meeting with Mark Robertson, the CTO of an enterprise company that employs nearly 9,000 employees. Mr. Robertson explains that security threats are his main concern about the company's current network. Which three statements should you tell him about Cisco wireless solutions? (Choose three.)

A. The Cisco Mobility Express Solution (controller-based) enables automatic intrusion detection and prevention services to ensure security.

B. The Cisco Unified Wireless Network solution enables automatic intrusion detection and prevention services to ensure security.

- C. With the Cisco Unified Wireless Network solution, IT staff can monitor all the activities taking place in their wireless environment and thus ensure more complete security for their wired and wireless networks.
- D. Without a wireless solution, employees are likely to plug in their own unsecured, consumer-grade access points, which could cause a security breach of the company network.
- E. The Cisco Unified Wireless Network solution enables location based services.
- F. The Cisco Mobility Express controller-based solution uses the latest encryption and authentication standards to ensure security.

Answer: BCD

15. When implementing a WLAN for hospitality markets, which three benefits will increase the return on investment? (Choose three.)

- A. Bandwidth and high availability are primary considerations for hotel patrons.
- B. Business travelers can assume that they will have access to wireless connectivity.
- C. The speed and ease of guest check-in are improved.
- D. Lightweight access points provide centralized control and configuration for hotel administration.
- E. Wireless connectivity is provided for conventions and business meetings.
- F. The 802.1x security standards help hotels comply with industry regulations.

Answer: BCE

16. Your customer says, "My organization's mobility needs are met by our hotspot-focused WLAN deployment in conference rooms and public areas." Which of the following statements would be your best response?

- A. The only increasing incidences of malicious attacks on an enterprise are via wireless devices. A pervasive deployment of the Cisco Unified Wireless Network solution with integrated security services delivers the required level of security that allows you to proactively secure your business.
- B. Nonpervasive coverage delivers an inconsistent end-user experience, possibly resulting in slow wireless adoption, and consequently a lower return on investment (ROI).
- C. The longer you wait, the more it will cost you in terms of missed opportunities to catch up with the technology as it evolves.
- D. The Rf management capabilities built in to the controller will keep you wireless network much more stable.

Answer: A

17. Which four of the following service offerings are best suited for a discussion about return on investment (ROI) benefits of a Cisco Wireless LAN solution? (Choose four.)

- A. self-configuration
- B. self-optimization
- C. self-healing
- D. load balancing
- E. authentication and encryption
- F. expanded coverage areas

Answer: ABCD

18. Which of the following statements describes how location-based services work in a wireless network

environment?

- A. Rogue access-point traffic is isolated and redirected to another location.
- B. Assets with active Radio Frequency Identification (RFID) tags are located to within a few meters.
- C. If employees are not at their desks, calls are rerouted to wherever they are located.
- D. The server that is closest to the device performs network authentication of that device.

Answer: B

19. The IT director of a major metropolitan hotel in Jakarta, Indonesia, would like to provide wireless connectivity for hotel guests and staff. While this can be accomplished through a single wireless network, the IT director is concerned about the security of the internal network, which transmits sensitive financial information. He is also concerned about potential malicious attacks from outside the network.

Based on these concerns, what is the recommended Cisco product or solution?

- A. The Cisco Wireless Services Module (WiSM) provides real-time communication between lightweight access points and other wireless LAN controllers to deliver a secure and unified wireless solution.
- B. The Cisco Unified Wireless Network solution with enhanced security and secure guest-access services enables security-threat protection and allows guests to access network resources without compromising the security of the internal network.
- C. Cisco Wireless LAN Controllers enable systemwide wireless LAN functions, including security policies, intrusion prevention, RF management, quality of service (QoS), and mobility.
- D. The Cisco Wireless Control System (WCS) enables the security of enterprise networks through RF prediction, policy provisioning, user tracking, and security monitoring from a centralized location.

Answer: B

20. Which tool allows you to find software that is compatible with hardware, find software with the features you need, compare the features in different software releases, or research a software release?

- A. Steps to Success
- B. Cisco Catalyst Online Power Calculator
- C. Software Advisor
- D. Cisco Compatible Extensions

Answer: C

21. Which three of the following are top-level Mobility Service enablers? (Choose three.)

- A. growth
- B. implementation
- C. optimization
- D. foundation
- E. design
- F. evaluation

Answer: ACD

22. Which two components would you find in a WLAN? (Choose two.)

- A. fiber-optic cabling
- B. access points
- C. high-speed satellite transmissions
- D. client adapters

E. MPLS Networks

Answer: BD

23. A small healthcare facility often misplaces expensive assets, such as IV pumps and wheelchairs. To solve this problem, the facility placed Radio Frequency Identification (RFID) tags on its valuable property. Now when pieces of equipment are missing, employees can determine their exact location within minutes using a Cisco Wireless Control System management interface.

Which of the following services enables this scenario?

- A. enhanced security
- B. Voice over Wi-Fi
- C. location-based services
- D. WCS mapping and tracking

Answer: C

24. Which three benefits impact manufacturers that are adopting Cisco WLAN solutions? (Choose three.)

- A. safer workplace conditions
- B. networked supply-chain management
- C. less paperwork
- D. increased network security
- E. minimal operational downtime
- F. mobility with wireless laptop carts

Answer: BCE

25. Which two of the following are primary benefits of voice-over-Wi-Fi services? (Choose two.)

- A. reduced cellular phone costs
- B. reduced cost of replacing lost assets
- C. increased employee productivity
- D. a single profile across all network types
- E. enhanced 911 services for tracking cellular users

Answer: AC

26. Which Cisco secure wireless solution provides security-threat protection for wireless LANs by enforcing device-security-policy compliance when wireless LAN clients attempt to access the network?

- A. Cisco Aironet 1500 Series
- B. Cisco Wireless LAN Controllers
- C. Network Admission Control (NAC) Appliance
- D. Cisco Aironet 802.11a/b/g CardBus Wireless LAN Client Adapter

Answer: C

27. The CIO of a small, commercial company wants to learn about the cost benefits of enabling voice-over-Wi-Fi services. How do you describe the service to him?

- A. Voice-over-Wi-Fi that is integrated into the wired network allows a single control point to guarantee the quality of the call, regardless of the transport over which the call is carried. This leads to significant cost savings.

B. Voice-over-Wi-Fi provides continued cost savings through the convergence of communications devices.

C. With voice-over-Wi-Fi, the Cisco Unified wireless solution supports quality of service.

D. With voice-over-Wi-Fi, the telephony system recognizes Wi-Fi handsets in the same way that it recognizes traditional desktop phones, which allows employees to make and receive calls when they are mobile.

Answer: B

28. Which three of the following Cisco Advanced Security Services are part of the base-level Mobility Service enablers? (Choose three.)

A. authentication and encryption

B. virus trap

C. firewall

D. threat elimination

E. client identity discrimination

F. intrusion detection and prevention

Answer: ACF

29. What differentiates Cisco wireless LAN building-to-building products from the competition?

A. standard cell coverage

B. plastic access points

C. Wi-Fi certification

D. decreased throughput

Answer: C

30. A growing retail company needs to become PCI-compliant. Which of the following services enables this?

A. location-based services

B. voice-over-Wi-Fi

C. enhanced security

D. RFID asset tracking services

Answer: C



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