

Exam : **650-180**

Title : SMB Solutions for
Engineers

Version : DEMO

1. Which two are benefits of installing Cisco Monitor Director at an SMB site for the partner telling the solution? (Choose two)

- A. simplifies Smart Business Communications System installation
- B. allows the end customer to get free software updates
- C. automated monthly reporting on system performance
- D. monthly recurring revenue model

Answer: C, D

2. Which two are requirements for a device to join a Cisco UC520 created community? (Choose two)

- A. no use of IP addresses
- B. teleworker access routers must be preconfigured with a VPN
- C. telnet disabled on the Cisco CE520
- D. HTTP(s) enabled on the Cisco CE520
- E. Cisco Configuration Assistance installed on user PCs

Answer: B

3. How is the LAN designed in the Smart Business Communications System? Select exactly 1 answer(s) from the following

- A. using the access layer
- B. combines the access and distribution layers
- C. combines the core and distribution layers
- D. using the core layer
- E. using the distribution layer

Answer: A

4. What port role assignment would you make for the Gigabit Ethernet port on the Cisco CE520 used in the Smart Business Communications System?

Select exactly 1 answer(s) from the following:

- A. IP Phone and desktop
- B. Cisco UC520
- C. Cisco CE520
- D. Cisco 871w

Answer: B

5. Select the three foundational hardware components that comprise the Smart Business Communications System (Choose three)

Select exactly 3 answer(s) from the following

- A. Cisco Unified Call Connector
- B. Cisco Unified Communications 500 series
- C. Cisco Monitor Directory
- D. Cisco 500 series phones
- E. Catalyst Express
- F. Ipcenter IpSmartSuite

Answer: B, D, E

6. According to the Cisco Smart Business Roadmap (SBR), what are two resources to use a consultative selling approach in selling Cisco products and solutions to SMB customers?

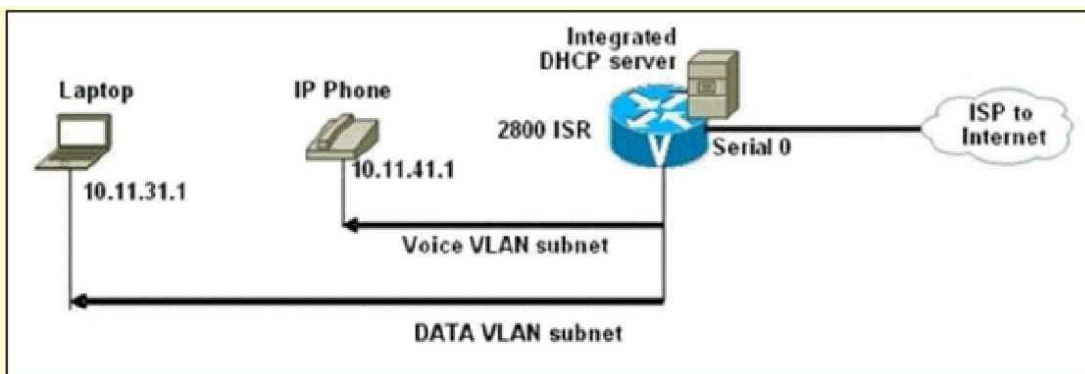
(Choose two)

- A. Selling strategies must address business and technology needs rather than explain product features, benefits, and technical attributes.
- B. The business decision maker (BDM) may deny the technical decision maker (TMD) request for budget, basing a decision primarily on price and may not readily see the value of the Cisco brand.
- C. Regulatory compliance (for example, HIPAA and the Graham-Leach-Bliley Act) is driving the need for customers to effectively document and secure data.
- D. You can provide a more effective, immediate, and long-term solution for your clients.

Answer: A, B

7. Refer to the exhibit. The ISR performs NAT translation for this network. What is the most likely IP address for the Serial 0 interface?

Exhibit:



10.11.31.100

- A. 50.100.1.100
- B. 10.11.41.100
- C. 256.11.41.100

Answer: B

8. Which Cisco support service product targets customers with up to 48 users on a network where voice communication is mission-critical to business operation?

- A. Cisco Technical Assistance Center
- B. SMARTnet Partner Service
- C. Cisco Smart Care Service
- D. Cisco Smart Foundation Service
- E. CiscoSMARTnet for SBCS

Answer: E

9. In the Cisco Mobility Express product line, what attribute exists ONLY on the UC520 model? Select exactly 1 answer(s) from the following

- A. Use of WPA2 security
- B. Comes with bundled CCA Management software
- C. Ability to foundation without an external controller
- D. Use of 802.11 signaling

Answer:A

10.What is a primary partner benefit of selling services?

- A. Increased margina
- B. Easier customer sales cycle
- C. Available financing options
- D. Fewer customer call backs

Answer:A

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