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Vendor:Cisco

Exam Code:650-752

Exam Name:Advanced IP NGN Architecture Sales

Version:Demo

QUESTION 1

What are the three predefined migration services? (Choose three.)

- A. any to Cisco 9000 ASR
- B. any to Cisco 5000 ASR
- C. Juniper to Cisco CRS-3
- D. Cisco CRS-3 to Juniper
- E. Cisco ASR 1001 upgrade
- F. Cisco 7600 downgrade

Correct Answer: ABC

QUESTION 2

What is the primary focus of an IT manager?

- A. technical supervision of the ICT infrastructure
- B. reduction of IT expenditures
- C. IT budgeting for a service provider
- D. value creation made possible by technology

Correct Answer: A

QUESTION 3

What are three Cisco Services that address customer needs? (Choose three.)

- A. Cisco Technical Assistance Center
- B. online technical resources
- C. advance hardware replacement and onsite field engineers
- D. On-site equipment testing
- E. online field engineers
- F. online system engineers

Correct Answer: ABC

QUESTION 4

Match each term on the left to its explanation on the right.

<input type="checkbox"/>	customer satisfaction	1.	Proactive remote monitoring by the experts available around the clock.
<input type="checkbox"/>	customer loyalty	2.	The percentage of returning customers.
<input type="checkbox"/>	serviceability	3.	Continuous operation providing the service provider with the ability to meet SLAs.
<input type="checkbox"/>	role of Cisco assurance services	4.	the key KPI expressed as a percentage, dependent on the equipment performance, price, and performance handling irregularities

Select and Place:

<input type="checkbox"/>	customer satisfaction	1.	Proactive remote monitoring by the experts available around the clock.
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<input type="checkbox"/>	role of Cisco assurance services	4.	the key KPI expressed as a percentage, dependent on the equipment performance, price, and performance handling irregularities

Correct Answer:

3.	customer satisfaction	<input type="checkbox"/>	Proactive remote monitoring by the experts available around the clock.
2.	customer loyalty	<input type="checkbox"/>	The percentage of returning customers.
4.	serviceability	<input type="checkbox"/>	Continuous operation providing the service provider with the ability to meet SLAs.
1.	role of Cisco assurance services	<input type="checkbox"/>	the key KPI expressed as a percentage, dependent on the equipment performance, price, and performance handling irregularities

QUESTION 5

What is FUD?

A. a new Cisco IP NGN-capable switch

- B. a method for controlling customers
- C. a strategic attempt to influence public perception by disseminating negative and dubious or false information
- D. Cisco IP NGN technology

Correct Answer: B

QUESTION 6

What are the three primary features of Cisco IP NGN platforms? (Choose three.)

- A. scalability
- B. customization
- C. resilience
- D. simplicity
- E. geo-redundancy
- F. manageability

Correct Answer: AEF

QUESTION 7

What is the challenge for the modern service provider who wants to monetize the various services?

- A. a billing system that supports all services enabled in the network
- B. video broadcasting
- C. different types of access technologies
- D. MPLS over IPv4

Correct Answer: B

QUESTION 8

Which three options will deliver cost reduction, financial profitability, and improve the overall ROI? (Choose three.)

- A. software updates
- B. non-redundant solution
- C. TAC issue resolution
- D. parts replacement
- E. training cost reduction

F. staff reduction

Correct Answer: ACD

QUESTION 9

Which two documents comprise a customer transfer of information? (Choose two.)

- A. technical high-level overview
- B. technical low-level overview
- C. optimization tests
- D. implementation and testing plan

Correct Answer: AD

QUESTION 10

Match each term on the left to its explanation on the right.

<input type="checkbox"/>	monetization
<input type="checkbox"/>	service growth
<input type="checkbox"/>	complexity reduction
<input type="checkbox"/>	cost optimization

1.	consulting workshops with the customer and network audit
2.	automation and management
3.	expansion capacity needed
4.	complex billing systems

Select and Place:

<input type="checkbox"/>	monetization
<input type="checkbox"/>	service growth
<input type="checkbox"/>	complexity reduction
<input type="checkbox"/>	cost optimization

1.	consulting workshops with the customer and network audit
2.	automation and management
3.	expansion capacity needed
4.	complex billing systems

Correct Answer:

4.	monetization
1.	service growth
2.	complexity reduction
3.	cost optimization

	consulting workshops with the customer and network audit
	automation and management
	expansion capacity needed
	complex billing systems

QUESTION 11

What is one of the most applicable technologies that service providers are offering to their customer in Connected Life at Work service?

- A. VPN
- B. Internet access
- C. cloud service
- D. managed service
- E. Cisco TelePresence

Correct Answer: E

QUESTION 12

The Cisco Service Contract Center tool allows Cisco Partners to manage which three activities? (Choose three.)

- A. quoting
- B. technical faults
- C. spare parts delivery
- D. contract management
- E. ordering
- F. training offering

Correct Answer: ADE

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