Vendor: Cisco

Exam Code:650-177

Exam Name:SMB Solutions for Account Managers

Version: Demo

QUESTION 1

Cisco Small Business products address which installation requirement more effectively than standard Cisco products?

A. wireless technology integration

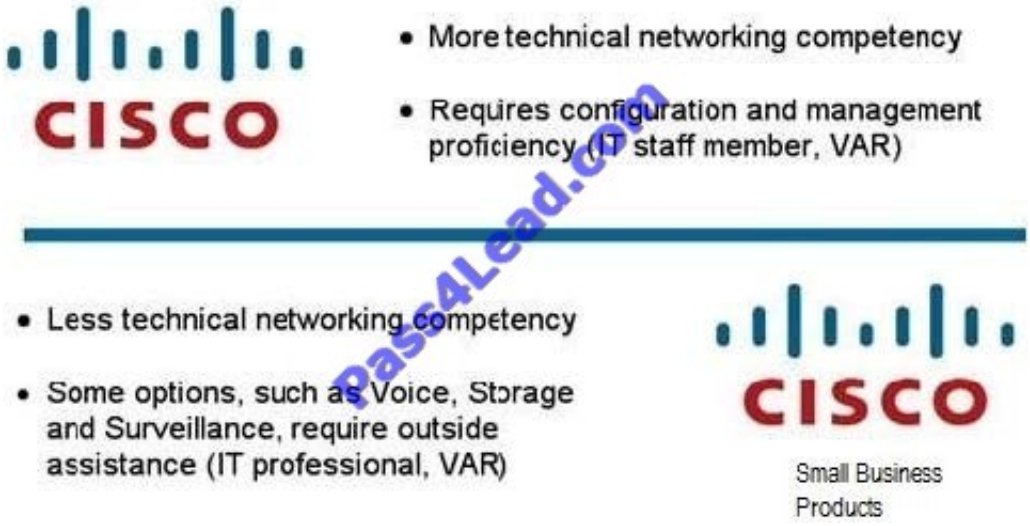
B. use of advanced reporting functions

C. VPN technology integration

D. minimal technical complexity

Correct Answer: D

Cisco and Cisco Small Business Products difference is below:



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QUESTION 2

Which Cisco Products are covered under the Cisco SMB Support Assistant?

A. Cisco Switches only

B. All Cisco Products

C. Cisco Integrated Services Routers Only

D. Low-End Products only

Correct Answer: D

QUESTION 3

What is the primary benefit of Single Number Reach?

A. Employees can receive calls at their desk and cell phone simultaneously.

B. Customers can call one number to reach all employees.

C. Employees can have their calls forwarded to the receptionist.

D. Customers can call any office number and the receptionist receives the call.

Correct Answer: A

QUESTION 4

What are two reasons that small businesses need network attached storage? (Choose two.)

A. have more money to spend on IT infrastructure

B. do not reliably protect their critical business data

C. least able to afford the loss of data

D. prevent employee theft of information

E. allow easy expansion of computing services

Correct Answer: DE

QUESTION 5

What is the SMB Partner Practice Builder?

A. support for partners building a new business.

B. program to develop Unified Communications practice

C. technical support that requires an annual subscription

D. management consultancy service offered to develop partner business process.

Correct Answer: B

QUESTION 6

Cisco Small Business Switches are specifically engineered for the small business customer. What are two characteristics common to cisco small business switches? (Pick Two)

A. remote management (Managed Switches allow this)

B. Experienced IT supportRequired (it says supported)

C. single-site connectivity (no hits ongoogle)

D. integrated telephony - No

E. Do-it-yourself installation and management

Correct Answer: CE

QUESTION 7

What are three ways in which wireless is cost-effective? (Choose three.)

A. Save time and money by avoiding labor-intensive moves,adds, and changes

B. Less expensive to purchase and maintain

C. Reduce monthly Internet access costs over wired installation

D. Enable your friends to access the Internet while waiting for you

E. allow employees to be mobile and increase their productivity

F. save in cabling costs for new or unwired buildings

Correct Answer: AEF

QUESTION 8

Which two CRM servers allow Cisco Unified Call Connector to be configured for connectivity? (Choose two.)

A. Microsoft Dynamics

B. Salesforce.com

C. Oncontact

D. Siebel

E. ACT!

Correct Answer: AB

Cisco unified callconnector for Microsoft windows Cisco unified callconnector for Microsoft windows Cisco unified callconnector for Microsoft dynamics CRM Cisco unified callconnector for salesforce.com

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QUESTION 9

All-in-one UTM security gateways are starting to displace routers in many small business networks. What does UTM stand for?

A. United Threat Monitor

B. Unified Threat Management

C. Universal Threat Manager

D. Ultimate Threat Monitoring

Correct Answer: B

QUESTION 10

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

A. IPcelerate IPsmartSuite

B. Cisco Unified Communication 500 series

C. Catalyst Express

D. CiscoUnifiedCallConnector

E. Cisco Monitor Directory

F. Cisco 500seriesphones

Correct Answer: BCF

QUESTION 11

What solution would you recommend to a small business customer that requires high-bandwidth connectivity and strong security?

A. CE520

B. 520-T1 SR

C. ASA5505

D. UC520

Correct Answer: B

QUESTION 12

For which two reasons are Integrated Services Routers well-positioned for the SMB market? (Choose two.)

A. They are integrated with firewall capabilities.

B. They scan packets for malicious activity.

C. They offer superior site-to-site routing.

D. They require no configuration to install.

E. They offer the best choice for remote access needs.

Correct Answer: AE

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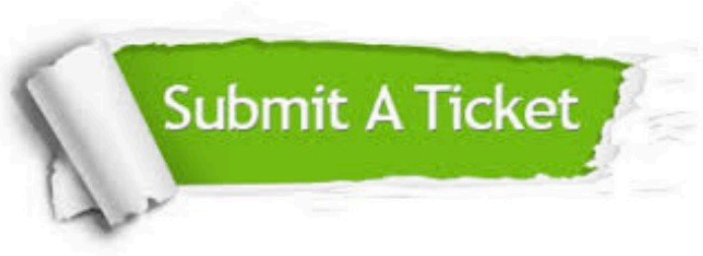

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