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QUESTION 1

In which area of the campus LAN are the user computers attached to the network?

A. core

B. access

C. distribution

D. aggregation

Correct Answer: B

Cisco has defined a hierarchical model known as the hierarchical internetworking model. This model simplifies the task of building a reliable, scalable, and less expensive hierarchical internetwork because rather than focusing on packet

construction, it focuses on the three functional areas, or layers, of your network:

Core layer: This layer is considered the backbone of the network and includes the high-end switches and high-speed cables such as fiber cables. This layer of the network does not route traffic at the LAN. In addition, no packet manipulation is

done by devices in this layer. Rather, this layer is concerned with speed and ensures reliable delivery of packets.

Distribution layer: This layer includes LAN-based routers and layer 3 switches. This layer ensures that packets are properly routed between subnets and VLANs in your enterprise. This layer is also called the Workgroup layer.

Access layer: This layer includes hubs and switches. This layer is also called the desktop layer because it focuses on connecting client nodes, such as workstations to the network. This layer ensures that packets are delivered to end user

computers.

QUESTION 2

Which Cisco product family is the recommended platform for 10 Gigabit Ethernet in the data center?

A. Cisco ACE

B. Cisco Nexus

C. Cisco MDS 9000

D. Cisco Catalyst

E. Cisco WAAS

Correct Answer: B

The Cisco Nexus switch is purpose built for data centers, offering a large number of 10 Gbps ports.

QUESTION 3

Which Cisco TelePresence platform can dramatically reduce customer time to market and improve partner operating margins?

A. Solution

B. Immersive

C. Multipurpose

D. Exchange

E. Multipoint

Correct Answer: D

Software-based, the Cisco TelePresence Exchange System is powered by a fully redundant architecture that can dramatically reduce time to market and improve operating margins for business video and telepresence services such as secure business-to-business calling, hosting services, and scheduled and rendezvous (reservation-less or virtual meeting room) multimedia conferencing targeted at a broad universe of video endpoints, from immersive rooms to soft-client endpoints for mobile devices.

QUESTION 4

What are three of the major technological and demographic transitions occurring today that are having a profound effect on business and IT? (Choose three.)

A. the adoption of mobile devices in the enterprise due to consumerization

B. the decrease in the number of collaborative tools

C. application of social software in enterprise collaboration

D. predominant and increased use of text- or document-centric communication tools

E. divergence of desktop virtualization and unified communications

F. the increase and foreseen pervasive use of video for all communications

Correct Answer: ACF

A, C, F are the only options that make sense. Choice B is obviously wrong as there are a growing number of collaborative tools, not a decreasing number. D is also obviously wrong as more and more communication tools are online or digital, not text or document based.

Topic 2: Cisco Partner Advantage

QUESTION 5

Which statement best describes the "whole offer" concept?

A. financing solutions that secure, grow, and accelerate deals

B. next-generation services that give customers the most from their investment

C. augmented offerings that a customer needs to build on the core solution and that have compelling value

D. single point of access for partner tools and resources that is needed to effectively market the partner company

E. a blueprint for designing and deploying a full-service, comprehensive network

Correct Answer: C

Cisco CSE online training seminar defines the whole offer concept as augmented offerings that a customer needs to build on the core solution and that have compelling value.

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