



650-179^{Q&As}

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QUESTION 1

Which two options are key competitive selling messages for Cisco 200 Series Switches? (Choose two.)

- A. Competitively priced
- B. Managed as a single stackable unit
- C. Part of a comprehensive network portfolio
- D. Solution-based integration into cloud services
- E. Provides UTM security

Correct Answer: AC

QUESTION 2

Which option is an enhancement of the Catalyst 2960-S switch over the Catalyst 2960 switch?

- A. Compact form factor
- B. Power over Ethernet
- C. 10 Gigabit Ethernet uplinks
- D. 48 ports in Fast Ethernet

Correct Answer: C

QUESTION 3

Which two key purchase decision factors are most important to a target customer considering the Cisco Unified Communications 300 Series? (Choose two.)

- A. Bandwidth
- B. Cost
- C. Customization
- D. Scalability
- E. Service

Correct Answer: BE

QUESTION 4



Which Cisco Integrated Services Routers are fixed-configuration platforms?

- A. Cisco 800ISR Series
- B. Cisco 1900 ISR Series
- C. Cisco 2900 ISR Series
- D. Cisco 3900 ISR Series

Correct Answer: A

QUESTION 5

Which three questions might an Account Manager use to start a conversation about network security risks to a small business customer? (Choose three.)

- A. Have you ever had a problem with employee theft of product?
- B. Have you had a security problem or been compromised in the past?
- C. Have physical security measures been put in place on your premises?
- D. How are you currently protecting against viruses, malware, and web threats?
- E. How concerned are you about e-commerce fraud and web security certificates?
- F. How do you ensure that all PCs and servers are continuously protected?

Correct Answer: BDF

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