



# 650-752<sup>Q&As</sup>

Advanced IP NGN Architecture Sales

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**QUESTION 1**


Match the terms on the left to the explanations on the right.

<input type="checkbox"/>	CapEx	1.	Expenditures creating future benefits.
<input type="checkbox"/>	OpEx	2.	All hardware and software, and their installation, integration, migration, warranties, licenses, purchasing research, and risks.
<input type="checkbox"/>	TCO	3.	Ongoing cost for running a product, business or system.
<input type="checkbox"/>	ROI	4.	Ratio of money gained or lost on an investment relative to amount of money invested.




Select and Place:

<input type="checkbox"/>	CapEx	1.	Expenditures creating future benefits.
<input type="checkbox"/>	OpEx	2.	All hardware and software, and their installation, integration, migration, warranties, licenses, purchasing research, and risks.
<input type="checkbox"/>	TCO	3.	Ongoing cost for running a product, business or system.
<input type="checkbox"/>	ROI	4.	Ratio of money gained or lost on an investment relative to amount of money invested.



Correct Answer:

1.	CapEx	<input type="checkbox"/>	Expenditures creating future benefits.
3.	OpEx	<input type="checkbox"/>	All hardware and software, and their installation, integration, migration, warranties, licenses, purchasing research, and risks.
2.	TCO	<input type="checkbox"/>	Ongoing cost for running a product, business or system.
4.	ROI	<input type="checkbox"/>	Ratio of money gained or lost on an investment relative to amount of money invested.



**QUESTION 2**

What are the three primary developments that influence modern networks? (Choose three.)

A. social networks



- B. location-based services
- C. working from the office
- D. instant messaging
- E. wireline connectivity
- F. use of narrowband access networks

Correct Answer: CDE

### QUESTION 3

Identify the two advantages that the Cisco IP NGN framework provides. (Choose two.)

- A. various services over a common infrastructure
- B. narrowband access with a limited number of services
- C. mobile access to services
- D. no QoS mechanism required for end customer traffic

Correct Answer: AC

### QUESTION 4

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


<input type="checkbox"/>	monetization	1.	consulting workshops with the customer and network audit
<input type="checkbox"/>	service growth	2.	automation and management
<input type="checkbox"/>	complexity reduction	3.	expansion capacity needed
<input type="checkbox"/>	cost optimization	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

<input type="checkbox"/>	consulting workshops with the customer and network audit
<input type="checkbox"/>	automation and management
<input type="checkbox"/>	expansion capacity needed
<input type="checkbox"/>	complex billing systems



**QUESTION 5**

Who are the two key stakeholders in a company that is enabled with Cisco IP NGN? (Choose two.)

- A. telecommunications manager
- B. technician
- C. financial manager
- D. field engineer

Correct Answer: AC

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