



700-301^{Q&As}

Advanced Borderless Network Architecture Sales Exam

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QUESTION 1

Which statement is true about Cisco Medianet?

- A. It involves comparatively higher bandwidth upgrade expenditures.
- B. It is an architecture with a framework that helps deployment, management, and troubleshooting of video and collaboration applications.
- C. It is a product that helps deployment, management, and troubleshooting of video and collaboration applications.
- D. It requires highly skilled personnel for its deployment.

Correct Answer: B

QUESTION 2

One of the IT Infrastructure managers faces the problem of increased WAN bandwidth expenses or branch survivability in his organization. Which deployment option should you promote so that you also get a chance to sell the Cisco solutions that enable this deployment option?

- A. Private Cloud Virtualization
- B. Shared Infrastructure
- C. Collaboration
- D. Software-as-a-Service

Correct Answer: D

QUESTION 3

What are the two main benefits of Cisco Medianet? (Choose two.)

Select exactly 2 answer(s) from the following:

- A. efficient video delivery
- B. one-touch ease of use
- C. maximized ROI
- D. the ability to communicate anywhere at anytime
- E. the coexistence of multiple devices in the wireless spectrum

Correct Answer: AC



QUESTION 4

What are two characteristics of the campus architecture hierarchy tiers? (Choose two)

- A. A network may have four or more physical tiers of switches if necessary
- B. There are absolute rules for how a campus network is physically built
- C. Having three physical tiers is a strict requirement
- D. The network can have two tiers of switches combined into one
- E. Each layer in the hierarchy can perform the functions of the other layers

Correct Answer: AD

QUESTION 5

Which Cisco solution can assist with the adoption of 802.11n by solving problems that are related to the combination of 802.11a/g and 802.11?

Select exactly 1 answer(s) from the following:

- A. Cisco ClientLink
- B. Cisco Medianet
- C. Cisco TrustSec
- D. Cisco Telepresence

Correct Answer: A

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