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QUESTION 1

In an infrastructure rollout, who is responsible for ensuring the right people are assigned to assess results?

- A. Cisco / Channel Partner Account Manager
- B. Customer purchasing analyst
- C. Customer lead architect for the solution
- D. The customer business or IT executive sponsor

Correct Answer: D

QUESTION 2

Which customer-provided sources would give you insight into a public company's recent financial condition?

- A. A news article about a private company rumored to be an acquisition candidate for the customer
- B. Quarterly filings with the country financial securities government authority
- C. General market trends in an industry in which the customer participates
- D. An 18-month old brochure that describes the company's history

Correct Answer: B

QUESTION 3

Which action does the command private-vlan association 100,200 take?

- A. configures VLANs 100 and 200 and associates them as a community
- B. associates VLANs 100 and 200 with the primary VLAN
- C. creates two private VLANs with the designation of VLAN 100 and VLAN 200
- D. assigns VLANs 100 and 200 as an association of private VLANs

Correct Answer: B

QUESTION 4

Which statement is true?

- A. Customer satisfaction improvement represents a financial benefit
- B. Financial benefits can include cost reduction in the short term, plus an overall decrease in ongoing expenses



C. Non-financial benefits should be identified by the customer's finance representative

D. In order to include expense savings in a business case, you should create a model to calculate the high to low range of savings

Correct Answer: B

QUESTION 5

What should you do to identify solutions that fulfill the capability needs of the customer?

A. First look at the features available and then identify whether Smart Solutions could be in scope.

B. First identify the relevant Cisco Architectures and Smart Solutions. After that is complete, move on to features.

C. Include only those offerings which the customer has requested information on in the past.

D. Place the most attention on new ideas or needs which have recently come up in project brainstorming sessions.

Correct Answer: B

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