



650-177^{Q&As}

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**QUESTION 1**

XYZ LTD wants to connect Cisco IP Phones and Cisco Aironet Access Points to the network. The customer also wants to use the PoE features included in the Cisco Catalyst Express 500 Series Switches.

Which two models can provide this features? (Choose two.)

- A. WS-CE500G-12TC
- B. WS-CE500-24PC
- C. WS-CE500-24TT
- D. WS-CE500-24LC

Correct Answer: BD

QUESTION 2

What are two components of the Discovery Guide in the Cisco sales approach? (Choose two.)

- A. calculating the customer's business need priorities
- B. recommending a business needs-based solution
- C. ranking customer business needs
- D. probing more deeply into the customer's business challenges

Correct Answer: CD

QUESTION 3

What three other solutions does network-attached storage enable for small business customers? (Choose three)

- A. Cisco Instruction Prevention System
- B. VoIP
- C. Cisco Digital Storage
- D. Cisco Video Surveillance
- E. Wireless
- F. Disaster recovery



Correct Answer: CDF

QUESTION 4

Which three are features of the integrated services routers? (Choose three.)

- A. Fixed Configuration
- B. Voice Mail
- C. Anti-X
- D. IPS
- E. Wireless LAN
- F. VPN Acceleration

Correct Answer: DEF

QUESTION 5

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

- A. Having improved network availability and performance
- B. Having Access to the current software releases and support for software packages
- C. HavingThe ability to access a group of experts
- D. Having direct or indirect access to the Cisco TAC global organization

Correct Answer: CD

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