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**Vendor:** Cisco

**Exam Code:** 700-505

**Exam Name:** SMB Specialization for Account Managers

**Version:** Demo

## DEMO

### QUESTION 1

Which three options are considered common features of Cisco WebEx solutions? (Choose three.)

- A. Document, application, and desktop sharing
- B. Available in 226 languages
- C. Scheduled and ad-hoc meetings
- D. Consistent, cross-platform experience
- E. Third-party voice included
- F. Per-user attention status indicator

**Correct Answer:** ACD

### QUESTION 2

Which two benefits will customers achieve if they upgrade to a properly configured Cisco Borderless Network? (Choose two.)

- A. New application and service deployment is completely automated.
- B. Network availability increases and downtime decreases
- C. Security becomes less difficult to achieve
- D. All potential failures will be eliminated.

**Correct Answer:** BC

### QUESTION 3

Which three options are benefits to the partner in the Cisco Partner Program? (Choose three.)

- A. drives growth and profitability
- B. results in more individual Cisco career certifications (that is, CCNA, CCNP)
- C. differentiates your business
- D. provides access to promotions and incentives
- E. partners receive free gear when they achieve certification
- F. partner program enrollment increases

**Correct Answer:** ACD

### QUESTION 4

Which three options are benefits that a customer can achieve by implementing a Cisco borderless wired-wireless solution? (Choose three.)

- A. Automatically provision SSIDs based on VLAN ID
- B. Allow more than 50 users per access point to stream video content.
- C. Determine the number of devices and users on the network.
- D. Enforce policies to manage network access and keep data secure.
- E. Network scalability to meet increased traffic and growing number of devices.
- F. Prevent non-authorized devices from seeing SSIDs.

**Correct Answer:** CDE

### QUESTION 5

Which incentive program gives an up-front discount to partners with registered opportunities?

- A. Cisco Partner Incentive Program
- B. Value Incentive Program
- C. Solution Incentive Program

D. Opportunity Incentive Program

**Correct Answer:** D

**QUESTION 6**

Which option is the back-end security ecosystem that detects threat activity, researches and analyzes those threats: and provides real-time updates along with best practices to allow organizations to be informed and protected?

- A. Threat Operation Center
- B. Secure Infrastructure Optimization
- C. Monitor Analysis Response System
- D. Security Intelligence Operations

**Correct Answer:** D

**QUESTION 7**

Which Cisco Catalyst model should you recommend to a customer that is considered a bargain buyer?

- A. 2960
- B. 3750
- C. 300
- D. 1900

**Correct Answer:** A

**QUESTION 8**

Which two IT solution characteristics do small and midsize business customers prefer? (Choose two)

- A. simple devices that work well together right out of the box
- B. enterprise-grade functionality; complexity is not a concern
- C. flexibility; devices can be added easily in the future
- D. solutions that will increase employee morale

**Correct Answer:** AC

**QUESTION 9**

Which two products belong to the Cisco Data Center portfolio? (Choose two.)

- A. Cisco UCS C220
- B. Cisco WLC 2504
- C. Cisco SVC 320
- D. Cisco Nexus 1000V

**Correct Answer:** AD

**QUESTION 10**

Which Cisco series switch is stackable and provides solid baseline switching?

- A. 200 Series
- B. 300 Series
- C. 500 Series
- D. 100 Series

**Correct Answer:** C

**QUESTION 11**

Which two options are Cisco Telepresence multipurpose endpoint solutions for small and midsize

business? (Choose two.)

- A. Third-party videoconferencing endpoint
- B. Cisco MX200
- C. Cisco VCS
- D. Cisco Profile 42

**Correct Answer:** BD

#### **QUESTION 12**

Which three statements about the Cisco ISR G2 security solutions are true? (Choose three.)

- A. Cisco ISR G2 security should only be deployed after a customer has rejected deploying Cisco ASA security.
- B. Web Security Connected is delivered as a service module.
- C. Software upgrades and reboots are needed to install security licenses.
- D. Web Security Connected integrates with the Cisco ASA firewalls and the Cisco AnyConnect secure mobility client.
- E. Cisco IPS network module can be added to the Cisco 2900 and 3900 Series routers.
- F. Software licenses for security services include; IPsec/SSL VPN, Firewall, IPS.

**Correct Answer:** CDF

#### **QUESTION 13**

Which Cisco Partner Sales Tool provides a single searchable location for sales guidance and technical details to help differentiate Cisco solutions from the competition?

- A. Cisco Commerce Workspace
- B. Competitive Portal
- C. Quick Product Reference Guide
- D. Cisco Discovery Service

**Correct Answer:** B

#### **QUESTION 14**

In which two ways can Cisco solutions help resolve customer business challenges? (Choose two.)

- A. by supporting BYOD and increased mobility
- B. by providing a multisystem infrastructure that must be monitored and maintained by the IT staff
- C. by providing improved collaboration and communication tools
- D. by providing a complex borderless solution

**Correct Answer:** AC

#### **QUESTION 15**

Which three options are customer benefits of implementing a Cisco Borderless switching solution? (Choose three.)

- A. Spanning Tree
- B. Smart Install
- C. AutoSmartPorts
- D. Smart CallHome
- E. Solar-powered
- F. Uninterruptable power

**Correct Answer:** BCD

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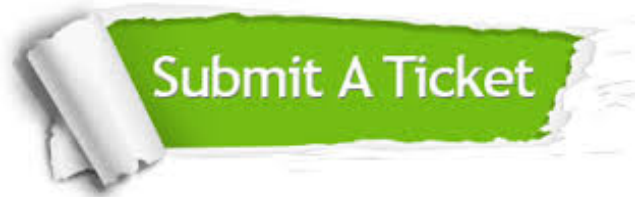
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