



**Cisco**

**646-365**

*Cisco Express Foundation for Account Managers (CXFA)*

**QUESTION: 199**

Which three of the following are recommended minimum required building blocks for a Cisco midmarket BYOD solution? (Choose three.)

- A. Cisco virtual wireless LAN controller
- B. Catalyst 4500-X Series Switch
- C. Cisco ASR 100 Series Router
- D. Cisco Aironet 1600 Series Access Point
- E. Cisco Business-Class Email

**Answer:** A, B, D

**QUESTION: 200**

Which two of these router series include packet voice/data module slots? (Choose two.)

- A. Cisco 2900 Series Routers
- B. Cisco 1900 Series Routers
- C. Cisco 800 Series Routers
- D. Cisco 3900 Series Routers
- E. Cisco ASR 1000 Series Routers

**Answer:** A, D

**QUESTION: 201**

Which three of these vendors are the strongest competitors to Cisco in the switching market? (Choose three.)

- A. Extreme Networks
- B. IBM
- C. Juniper
- D. Riverbed Technology
- E. HP
- F. Brocade

**Answer:** C, E, F

**QUESTION:** 202

What are three foundational principles of Cisco SecureX Architecture? (Choose three.)

- A. network management
- B. content access control
- C. context-aware security enforcement
- D. virtual office management
- E. network and global intelligence
- F. context-aware policy
- G. virtual security

**Answer:** C, E, F

**QUESTION:** 203

Which two statements apply to a collaboration architecture that is integrated with Cisco SecureX? (Choose two.)

- A. Security services are available at the network level.
- B. Security services are available for collaboration appliances only.
- C. Security services are available for collaboration services.
- D. Security services are not available for client services.
- E. Cisco AnyConnect does not support secure connectivity to enable access to collaborative applications from mobile devices.

**Answer:** A, C

**QUESTION:** 204

What are two driving factors for new security challenges? (Choose two.)

- A. increasing number of security patches distributed by operating system vendors
- B. increasing number of outdated encryption algorithms
- C. increasing number of attacks from inside the network
- D. increasing number of employee-owned devices accessing the corporate network
- E. adoption of virtualization and cloud services

**Answer:** D, E

**QUESTION:** 205

What are four major solution areas of Cisco SecureX Architecture? (Choose four.)

- A. secure network and branch
- B. secure access
- C. secure mobility
- D. secure data center and cloud
- E. secure management
- F. secure WAN

**Answer:** A, B, C, D

**QUESTION:** 206

Which two are switch security features that enable a secure borderless network? (Choose two.)

- A. device profiling and profile-based selection of security policies
- B. Cisco ASA Firewall
- C. MACSec
- D. Security Group Tagging

**Answer:** C, D

**QUESTION:** 207

Which three are challenges that are related to video deployments that are addressed by borderless network services in Cisco routers and by Cisco MediaNet? (Choose three.)

- A. bandwidth issues that are caused by centralized video mixing
- B. difficulty monitoring video performance and user experience
- C. difficulty configuring new video devices at all sites
- D. lack of support for far-end camera control (FECC) at some video terminals
- E. limited availability of high-speed video connections between sites

**Answer:** A, B, C

**QUESTION:** 208

Which three are advantages of Cisco Prime LMS? (Choose three.)

- A. It comes for free with any Cisco ISR G2 or Cisco ASR purchase.
- B. It includes Cisco Borderless Networks service work centers.
- C. It includes Cisco LAN sensor licenses.
- D. It includes Cisco Smart Business Architecture (SBA) validated templates.
- E. It provides complete life-cycle management.

**Answer:** B, D, E

**QUESTION:** 209

Which four operational attributes apply to Cisco Prime for Enterprise? (Choose four.)

- A. optimized operations experience
- B. support for day zero attacks
- C. integrated Cisco best practices
- D. available as a physical and virtual appliance
- E. complete life-cycle management
- F. smart device support

**Answer:** A, C, D, E

**QUESTION:** 210

Which of these statements about Cisco WAAS is true?

- A. Cisco WAAS Express has the same features as Cisco WAAS and differs only in performance.
- B. Cisco WAAS Express can run simultaneously with other Express services on the same Cisco Services-Ready Engine.
- C. Cisco WAAS Express can run simultaneously on the same Cisco Services-Ready Engine only with Cisco Unity Express.

D. When Cisco WAAS Express is not required, another Express service can run on the same Cisco Services-Ready Engine.

**Answer:** D

**QUESTION:** 211

Which one of these statements is true about Cisco EnergyWise technology?

- A. Cisco EnergyWise management is supported only via Cisco EnergyWise Orchestrator.
- B. Cisco EnergyWise domains are defined on the Domain Name System.
- C. Cisco EnergyWise endpoints are managed by policies and monitored for energy usage.
- D. Cisco EnergyWise is supported on Catalyst 3560 Series Switches and higher.

**Answer:** C

**QUESTION:** 212

What is the role of Cisco AnyConnect in a borderless network?

- A. Access control to switch ports is provided by Cisco AnyConnect.
- B. Cisco AnyConnect is a host intrusion prevention application with an integrated personal firewall.
- C. Cisco AnyConnect enables secure connectivity of authorized devices.
- D. Cisco AnyConnect filters malicious content from HTTP traffic.

**Answer:** C

**QUESTION:** 213

Which two of the following are driving factors for implementing an open and secure customer network? (Choose two.)

- A. the need to access Internet and cloud-based services from within the customer network
- B. the need to decrease network downtime

C. the need to access corporate applications from office desks D. the need to access corporate assets from remote locations E. the need for lower TCO

**Answer:** A, D

**QUESTION:** 214

What is the primary security requirement related to social media and collaboration?

- A. protection of network edges
- B. securing cloud transition
- C. enabling BYOD transformation
- D. authorizing content use

**Answer:** D

**QUESTION:** 215

Which one of these actions is the best way to resolve security challenges in borderless networks?

- A. Update existing security products to the latest hardware and software versions.
- B. Identify the vulnerabilities of newly deployed services and protect them by the appropriate point device.
- C. Identify vulnerabilities of newly deployed entry points and deploy the appropriate security solutions at the corresponding network access point.
- D. Migrate to a more architectural approach to security.

**Answer:** D

**QUESTION:** 216

Which three of these items are components of the Cisco Prime Infrastructure?  
(Choose three.)

- A. Cisco Prime Network Control System
- B. Cisco Prime Security Manager
- C. Cisco Prime Network Analysis Module

D. Cisco Prime WAN Management Solution E. Cisco Prime LAN Management Solution F. Cisco Prime Assurance Manager

**Answer:** A, E, F

**QUESTION:** 217

Which two statements are correct concerning Cisco Validated Design? (Choose two.)

- A. Cisco Validated Design consists of systems that are designed, tested, and documented to facilitate and improve customer deployments.
- B. Cisco Validated Design incorporates a limited range of technologies and products into a portfolio of solutions that have been developed to address the business needs of customers.
- C. The design zone for security cannot offer validated designs for several categories.
- D. SMARTnet provides access to a demonstration lab for each validated design.

**Answer:** A, C

**QUESTION:** 218

Which two statements are true about Cisco Smart Business Architecture? (Choose two.)

- A. Cisco Smart Business Architecture shifts the view from short term and tactical to long term and strategic.
- B. Cisco Smart Business Architecture protects IT investments by making sure that all spending is linked to a long-term return on investment.
- C. Cisco Smart Business Architecture helps build a comprehensive, unified architecture that matches current and future demands.
- D. Cisco Smart Business Architecture guides are interactive, allowing step-by-step creation of designs that fit individual requirements. Embedded Cisco Smart Business Architecture maps are available for download at each step.
- E. Cisco Smart Business Architecture framework supports enterprise network design without remote locations.

**Answer:** A, C



**QUESTION: 219**

What are two business values of Cisco Validated Design and Cisco Smart Business Architecture? (Choose two.)

- A. cost reduction
- B. vision
- C. agility
- D. redundancy

**Answer: A, C**

**QUESTION: 220**

Which statement is true regarding TCO calculations?

- A. Different stakeholders have the same expectations regarding the TCO calculation.
- B. Cisco Capital financing offers is a service that provides simple budgeting services and helps customers to convert OpEx to CapEx.
- C. Business benefits that are beyond the TCO and cannot be measured exactly should not be part of the TCO calculation and therefore should not be presented to the customer.
- D. Account managers should emphasize strategic values of Cisco SecureX by showing how Cisco SecureX supports the main current market transitions (mobility, collaboration, cloud services, and IT consumerization).

**Answer: D**

**QUESTION: 221**

Which of the following statements best describes total cost of ownership (TCO)?

- A. TCO is the sum of all CapEx.
- B. TCO consists of direct costs (CapEx) and indirect costs such as labor and training.
- C. TCO consists of direct costs (CapEx) and indirect costs such as training, user productivity, competitive advantage, growth potential, and so on.
- D. TCO is relevant to the finance manager only.

**Answer: B**

**QUESTION: 222**

Which three are benefits of a Cisco Borderless Network that go beyond a TCO calculation? (Choose three.)

- A. high availability
- B. enhanced security
- C. cost per port
- D. integrated services
- E. lowest power consumption

**Answer:** A, B, D

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