Cisco

650-177

SMB Solutions for Account Managers

Answer: D

QUESTION: 182
Which Cisco partner presales support offering was created to help partners solve their small business customers' business problems with Cisco technology solution?

A. Partner Assistance Center
B. Partner Design Support
C. Technical Assistance Center
D. Partner Central
E. Cisco.com

Answer: B

QUESTION: 183
How many license for SSL remote access VPN are included with the standard purchase of a Cisco SA 520 all-in-one UTM security device?

A. 2
B. 6
C. 8
D. 4

Answer: A

QUESTION: 184
Cisco has identified many unique characteristics of small business customers. Which three characteristics best describe the buying process for small business prospects? (Choose three.)

A. Prefers low-cost packages
B. Delegates buying decision to others
C. Enjoys negotiating
D. Decision can be influenced by others
E. Buy to fix challenges, not technology

F. not constrained to RFP process

Answer: A,E,F

QUESTION: 185
Small business owners make decisions based on solving business challenges. What are three methods that are used to clarify the solution being delivered in the solution recommendation or proposal? (Choose three.)

A. customer responsiveness
B. train employees
C. better marketing campaigns
D. operational efficiency
E. increase market share
F. repackage and pricing strategy

Answer: A,D,E

QUESTION: 186
What are three advantages of using Cisco Smart business Roadmap over traditional selling methods? (Choose three.)

A. creates long-term client relationship
B. increases professional services revenue
C. challenges prospect's IT infrastructure
D. better client referrals
E. increase velocity of order flow
F. eliminates competition

Answer: A,B,E

QUESTION: 187
Which is the management tool that enables you to configure and mange the ISR G2 for multiple services?

A. Cisco Configuration Professional
B. Cisco Configuration Portal

C. Cisco ISR G2Configurator
D. Cisco Auto Smart Ports
E. Cisco Configuration Wizard

Answer: A

QUESTION: 188
Which Cisco program supports the building and sustaining of profitable small business practice by providing a breadth of products and services designed for your customers needs?

A. Small Business Accelerator
B. Smart Sales Framework
C. Smart Designs
D. Smart Business Roadmap
E. Small Business Advantage

Answer: A

QUESTION: 189
What are two security features of the Cisco Secure Router 500 Series? (Choose two.)

A. Cisco Intrusion Prevention System
B. Cisco Unified Wireless Networking
C. Cisco ASA Hardware Firewall
D. Cisco IOS Software Firewall
E. Cisco IOS Easy VPN

Answer: A,D

QUESTION: 190
Which Cisco resource provides partners with pre-tested and flexible solutions that mitigate risk and provide investment protection for their customers?

A. Quote Builder
B. Cisco Small Business NFR Program
C. SMB University
D. Smart Designs
E. Cisco Capital

Answer: D

QUESTION: 191
Which Cisco Small Business router features a 4-port Fast Ethernet integrated switch but not wireless capabilities?

A. RV016
B. RV082
C. RVL200
D. RVS4000

Answer: C

QUESTION: 192
What is the name of the Cisco small business sales framework?

A. Small Business Accelerator
B. Small Business Advantage
C. Smart Business Roadmap
D. Smart Designs

Answer: C

QUESTION: 193
What are two reasons that small businesses need network attached storage? (Choose two.)

A. have more money to spend on IT infrastructure
B. do not reliably protect their critical business data
C. least able to afford the loss of data

D. prevent employee theft of information
E. allow easy expansion of computing services

Answer: D,E

QUESTION: 194
What are two ways in which the use of a Cisco ASA 5505 protects a small business website?(Choose two.)

A. Helps block multimedia
B. Prevents unauthorized access
C. prevents the use of instant messenger
D. prevents suppliers from accessing network
E. helps comply with privacy regulations

Answer: B,E

QUESTION: 195
What are three of the five general business topics that Cisco has defined that small business owners need to think about in terms of running their business? (Choose three.)

A. work from anywhere
B. be more productive
C. serve customers better
D. use Unified Communications to solve problems
E. hire more staff
F. increase cash flow

Answer: A,B,C

QUESTION: 196
What Wi-Fi 802.11 standards are supported on the Cisco SRP 500 Series?

A. 802.11 a/b/g/n

B. 802.11 a/b
C. 802.11 a
D. 802.11 b/g/n

Answer: D

QUESTION: 197
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 Surveilance
E. Wireless
F. Disaster recovery

Answer:
Pending. Please put your suggestions to terry@

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