



[Cisco 646-203](#)

Exam Name: Cisco Sales Expert(CSE)

Q & A : 86 Q&As

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Exam : Cisco 646-203

Title : Cisco(r) Sales Expert(CSE)

1. What is a network that is composed of smaller local-area networks (LANs) that exist within a business campus?

- A. campus LAN
- B. LAN campus subnet
- C. campus wide-area network (WAN)
- D. campus storage-area network (SAN)
- E. campus local-area neighborhood (LAN)
- F. campus metropolitan-area network (MAN)

Answer: A

2. Which two Internet Protocol (IP) telephony devices are best categorized as infrastructure components? (Choose two.)

- A. IP telephones
- B. voice gateways
- C. call management software
- D. Media Convergence Servers (MCSs)

Answer: B D

3. Which two devices are considered customer premises equipment (CPE) for digital subscriber line (DSL) systems? (Choose two.)

- A. DSL router
- B. DSL modem
- C. DSL Internet Protocol (IP) switch
- D. "Smart" DSL access multiplexer (DSLAM)

Answer: AB

4. SMARTnet and SMARTnet Onsite provide which two services? (Choose two.)

- A. updates to all Cisco software
- B. support for Cisco IOS software
- C. registered access to Cisco.com
- D. support for application software such as Cisco CallManager

Answer: B C

5. Which Cisco product allows customers to centrally manage their network security policies?

- A. Cisco Firewall Services Module (FWSM)
- B. Cisco Security Posture Assessment (SPA)
- C. Cisco Secure Access Control Server (ACS)
- D. Cisco Virtual Private Network/Security Management Solution (VMS)

Answer: D

6. Which Cisco product provides network services that include management of virtual storage-area networks (VSANs), advanced traffic management, and sophisticated diagnostics?

- A. ICS 7750
- B. MDS 9000 Family
- C. ONS 15000 Series
- D. 5400 Storage Router Series

Answer: B

7. A switch operates at Layer 2 of the OSI model. What is the name of that layer?

- A. session
- B. network
- C. data link
- D. presentation

Answer: C

8. Which feature of Cisco IOS allows customers flexibility and choice when electing platforms for their networks?

- A. open standards
- B. quality of service (QoS)
- C. remote software upgrades
- D. broad installed base on platforms

Answer: A

9. Which network component blocks unwanted connections and content from both internal and external sources?

- A. firewall
- B. extranet
- C. access control
- D. Virtual Private Network (VPN) tunnel

Answer: A

10. A growing publishing firm needs a secure way for remote content editors to connect through the Internet to the company extranet. Which Cisco solution best matches this business need?

- A. IP telephony
- B. wireless network

- C. content networking
- D. Virtual Private Network (VPN)

Answer: D

11. In which area of the campus local-area network (LAN) are the user computers attached to the network?

- A. core
- B. access
- C. distribution
- D. aggregation

Answer: B

12. A company with 100 employees predicts that its employee number will triple in the next six months. It is currently using hubs to connect employee computers. Which solution should an account manager offer that would best meet upcoming company needs?

- A. optical network
- B. storage network
- C. switched network
- D. Internet protocol (IP) telephony

Answer: C

13. An essential element of Cisco development has been its leading role in advancing what network protocol?

- A. Internet Protocol (IP)
- B. Point-to-Point Protocol (PPP)
- C. Serial Line Internet Protocol (SLIP)
- D. Asynchronous Transfer Mode (ATM)

Answer: A

14. Which open standard promotes interoperability among the wireless client adapters and dial-in servers of various manufacturers?

- A. 802.11b
- B. service set identifier (SSID)
- C. Wired Equivalent Privacy (WEP)
- D. Extensible Authentication Protocol (EAP)

Answer: D

15. What is storage networking?

- A. optical storage networks based on the Fibre Channel protocol
- B. hardware and software that deliver rich media to the network edge
- C. hardware and software that unite multiple server-based storage areas
- D. a storage array attached to a server using a Small Computer Systems Interface (SCSI)

Answer: C

16. What are two benefits of an optical networking solution? (Choose two.)

- A. supports bandwidth on demand
- B. provides support for mobile workers
- C. increases network transmission speeds
- D. offers simple installation and configuration

Answer: A C

17. Which component connects dissimilar network environments?

- A. hub
- B. MAU
- C. gateway
- D. repeater

Answer: C

18. Which network technology allows for the monitoring of active communication networks to diagnose problems and gather statistics for network administration?

- A. network security
- B. content networking
- C. network management
- D. campus local-area networking

Answer: C

19. Which two characteristics of optical networks allow data to be transmitted over extremely long distances? (Choose two.)

- A. no encryption
- B. minimal signal loss
- C. no bandwidth limits
- D. no electromagnetic interference (EMI)

Answer: B D

20. Internet Protocol TV broadcasting (IP/TV) is appropriate for which two business scenarios? (Choose two.)

- A. a pharmaceutical organization that wants to provide daily updates on competitor products and any external awards or news coverage the company receives
- B. a manufacturing facility that needs to provide updated training on proper equipment usage and to allow operators to hear and see peers at all participating sites
- C. a global fast-food franchise that needs to coach new managers on best practices in customer service and leadership behaviors and answer questions from the audience
- D. an accounting firm that wants to deliver monthly training sessions to global finance personnel who need to access sessions at different times, depending on branch locations

Answer: A D

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