



[Cisco 646-204](#)

Exam Name: Cisco Sales Expert

Q & A : 100 Q&As

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Exam : Cisco 646-204

Title : Cisco Sales Expert

1. Which Cisco program fairly and equitably rewards partners that actively identify, develop, and win new business opportunities in targeted market segments?

- A. Value Incentive Program
- B. Solution Incentive Program
- C. Opportunity Incentive Program
- D. Foundation Advantage

Answer: C

2. Which program has been specifically designed for small-sized and medium-sized businesses and provides easy, cost-effective network

support to help ensure reliable operations, contain costs, and protect their investments?

- A. Cisco Software Application Support Services
- B. Cisco Focused Technical Support Services
- C. Cisco Smart Foundation Service
- D. Cisco SP Base
- E. Cisco SMARTnet Onsite

Answer: C

3. Which two of the following are benefits of engaging Cisco field resources? (Choose two.)

- A. Maximize the number and value of customer sales engagements
- B. Access free implementation and support services
- C. Eliminate sales and marketing expense
- D. Increase revenue and improve margin
- E. Access free hardware and software for resale

Answer: AD

4. What are the three commonly recognized top-level business drivers for data centers? (Choose three.)

- A. Protecting the business from information outages
- B. A need to decentralize IT assets
- C. Increasing the rate of adoption of new, nonstandardized technologies
- D. Optimizing the efficiency with which IT operates
- E. An increased need for specialized IT silos
- F. Growing IT systems

Answer: ADF

5. Which two high-profile regulations have a global impact on the financial industry? (Choose two.)

- A. Computer Fraud and Abuse Act
- B. CNIC
- C. Basel II
- D. Sarbanes-Oxley

Answer: CD

6. Which stage of Cisco Lifecycle Services comprises services that ensure the design and deployment of the desired network functionality?

- A. Prepare
- B. Plan
- C. Design
- D. Implement
- E. Operate

Answer: D

7. What resource allows Cisco partners to get funding for preapproved activities, such as catalogs, yellow pages, events, trainings, e-mail blasts, and advertising?

- A. Solution Expert
- B. Quote Builder
- C. Joint Marketing Fund
- D. Cisco Discovery
- E. Steps to Success

Answer: C

8. How many layers are in the OSI model?

- A. 5
- B. 6
- C. 7
- D. 8

Answer: C

9. Which two technologies help enterprises reduce complex computing jobs to minutes and hours, rather than taking days and weeks? (Choose two.)

- A. InfiniBand
- B. Remote Direct Memory Access

- C. SCSI over IP
- D. Firewall Services
- E. Secure Socket Layer
- F. Hyperchannel

Answer: AB

10. Which tool provides a complete guide that makes it easier for partners, regardless of their experience level, to sell Cisco Unified Communications solutions to their customers?

- A. Solution Expert
- B. Quote Builder
- C. Sales Accelerator
- D. Competitive Edge
- E. Cisco Discovery

Answer: C

11. What feature does the Partner E-Learning Connection provide?

- A. Full versions of all Cisco technical-level classes
- B. Live instructor-led, web-based classes
- C. Flexible, web-based knowledge and learning
- D. Hosted website that partners use to deliver e-learning to customers
- E. Lists of training-partner class offerings

Answer: C

12. Which three products are targeted primarily for deployment in enterprise environments? (Choose three.)

- A. Cisco 1800 Series ISRs
- B. Cisco Catalyst 4500 Series Switches
- C. Cisco Catalyst 2960 Series Switches
- D. Cisco Catalyst 6500 Series Switches
- E. Cisco 7200 Series Routers
- F. Cisco 2800 Series ISRs

Answer: BDE

13. Which portal provides timely and concise information for sales professionals in competitive situations?

- A. Solution Expert
- B. Quote Builder
- C. Sales Accelerator
- D. Competitive Edge
- E. Cisco Discovery

Answer: D

14. What are the essential elements needed to create a LAN?

- A. NIC, hub, cables, software
- B. cables, NIC, software, e-mail
- C. printer, software, e-mail, NIC
- D. software, cables, printer, NIC

Answer: A

15. Which technology is best deployed to meet the needs of users who desire secure remote access to corporate resources?

- A. VPN-enabled routers
- B. Cisco Security Agent
- C. Cisco Adaptive Security Appliances
- D. Cisco Adaptive Security Device Manager
- E. Cisco Intrusion Prevention System

Answer: C

16. What type of approach is used to deploy, operate, and optimize Cisco solutions?

- A. Lifecycle advantages
- B. Lifecycle services
- C. Lifestyle services
- D. Lifestyle advantages
- E. Lifetime advantage

Answer: B

17. Which three of the following are benefits of Cisco TAC? (Choose three.)

- A. Direct or indirect access to the global Cisco TAC organization
- B. The ability to access teams of experts
- C. Onsite engineering support
- D. Minimizes risks associated with network downtime
- E. Upgrades from base Cisco IOS Software to advanced feature set Cisco IOS Software
- F. Project management and planning support

Answer: ABD

18. What is the key element in SMB solutions?

- A. They provide the lowest possible cost.
- B. They reduce the cost and complexity associated with multiple services in a single device.
- C. They reduce complexity by eliminating features.
- D. Consumer-level products are suitable for SMB needs.
- E. Reliability is not important since replacement products are inexpensive.

Answer: B

19. Which type of deployment utilizes ISRs with Cisco IOS Security feature sets to provide an ideal, low-cost, yet capable and powerful platform?

- A. Small deployments
- B. Large deployments
- C. Medium deployments
- D. Commercial deployments
- E. Financial deployments

Answer: A

20. On what type of network does the Cisco Unified Communication system reside?

- A. Independent voice, video, and data networks
- B. Voice networks only
- C. A single, joined voice, video, and data network
- D. Data networks only
- E. Wireless networks only

Answer: C

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