

Exam : Cisco 646-205

Title : Cisco Sales Expert

Version : Demo

1. A customer asks for help choosing their WAN technology. The customer is looking for a solution that can be used across very long distances, provides QoS and VPN support, and is sensitive to their budgeting needs. Which WAN technology would you recommend?

- A. MPLS
- B. Frame Relay
- C. leased line
- D. Metro Ethernet
- E. Wide Transport

Answer: A

2. Why is the Cisco integrated Services Router product line a good choice for customers?

- A. It is a point product solution that addresses a single need.
- B. It provides customers with an opportunity to increase the number of devices in their network.
- C. It simplifies purchasing because there is only one model to choose.
- D. It integrates multiple services into a single platform and reduces operating costs.

Answer: D

3. Which four are components of the Cisco Collaboration Architecture strategy? (Choose fours)

- A. interoperability
- B. cloud computing
- C. intercompany communications
- D. dedicated networking
- E. video
- F. enterprise social networking
- G. convergence protocols

Answer: ACEF

4. Telepresence and video conferencing have been an increasingly important component of the overall collaboration market. Which indicator is the best measure of the continued importance of these technologies going forward?

- A. The annual growth rate of the video-conferencing market is 23 percent.
- B. Generation Y, raised on video, comprises 17 percent of the world population.
- C. The Cisco long-term growth-rate target is 12 percent to 17 percent.
- D. The U.S. Internet traffic annual growth rate is more than 40 percent.

Answer: A

5. Which Cisco security product line uses deep inspection to identify and prevent malicious attacks, resource misuse, and unauthorized access?

- A. VPN
- B. NAC
- C. IPS
- D. MARS

Answer: C