



[Cisco 646-976](#)

Exam Name: Data Center Networking Sales Specialist

Q & A : 80 Q&As

Pdf Demo

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Exam : Cisco 646-976

Title : Data Center Networking Sales Specialist

1. 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

2. You work as a Cisco engineer at Cisco.com. Based on a Cisco MDS switch, the company has a plan to implement the Cisco Data Migration Manager in the Cisco Storage Services Module. Which of the following statements would be a financial consideration?
- A. The Data Migration Manager will migrate applications from one server to another without interrupting the application's service delivery, maintaining service delivery to the user and minimizing the impact of revenue generation.
 - B. The Data Migration Manager migrates data to a virtual disk that does not consume physical disk capacity, thus creating a cost-free duplicate of the main production data.
 - C. The Data Migration Manager facility means that backup software and licenses are not required anymore, creating ongoing capital and operational savings.
 - D. Software development teams can gain access to current production data, for software change testing, without impacting the front-line business of the company, while maintaining the company's revenue stream.

Answer: D

3. You work as a Cisco engineer at Cisco.com. With your experience, which of the following description is the most closely one corresponding to a data center manager?
- A. Data center manager is an alternative title for the chief technology officer and the person is responsible for all technology decision making in the data center.
 - B. Data center manager is a nonexecutive role and title that is found in all data centers and that tends to be administrative rather than technical.
 - C. The data center manager has technology decision-making authority within the data center, but the network team makes technology decisions after the connection leaves the immediate data center environment.
 - D. A specific, named role of data center manager might not exist, but the function and technical decision-making role almost certainly does.

Answer: D

4. What distinguishes IP telephony from standard analog telephony?
- A. IP telephony uses IP addressing to provide a single dedicated path through a circuit-switched network.
 - B. IP telephony uses IP addressing to enable two-way voice transmission over a packet-switched TCP/IP network.
 - C. IP telephony uses TCP/IP to ensure that voice packets are given priority throughout the network so that conversations arrive intact.
 - D. IP telephony uses IP addressing to establish a single dedicated path through a packet-switched network.

Answer: B

5. What is a benefit of Internet protocol (IP) telephony?
- A. synchronizes password exchanges for call setup
 - B. eliminates the need for physical cabling in a TCP/IP network
 - C. enables two-way voice transmission over a packet-switched TCP/IP network
 - D. creates an encrypted tunnel for voice through a Transmission Control Protocol (TCP)/IP network

Answer: C

6. What does a router do?
- A. stores data on the network and connects the local-area network (LAN) to the wide-area network (WAN)
 - B. routes traffic down alternative paths and connects the local-area network (LAN) to the wide-area network (WAN)
 - C. broadcasts data to all devices that are connected to it across the local-area network (LAN) and wide-area network (WAN)
 - D. reads Media Access Control (MAC) addresses to forward messages to the correct location and connects the local-area network (LAN) to the wide-area network (WAN)

Answer: B

7. 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

8. You are a Cisco engineer of Cisco.com. As far as you know, which two of the following you will benefit from unified fabric? (Choose two.)
- A. reduced I/O bandwidth
 - B. reduced throughput
 - C. reduction of server adapters required for I/O
 - D. reduced cabling

Answer: CD

9. The employees of an organization meet regularly in conference rooms for project updates and presentations.

What need of this organization can be met by a wireless solution?

- A. ensuring secure presentations
- B. augmenting an existing network
- C. providing a temporary network need
- D. having freedom of movement within a network range

Answer: D

10. You work as a Cisco engineer at Cisco.com. With your judgement, in the highly competitive networking switch market, which of the following can Cisco make that the competition cannot?

- A. 10 Gigabit Ethernet is available on all switches and line cards, and blade switches for both data networks and storage networks..
- B. Cisco has blade server switches for both data networking and storage networking requirements.
- C. Cisco has a commitment to using Ethernet as the backbone connection system for the data center.
- D. Cisco supports modular switches and top-of-rack switches for both Gigabit Ethernet and 10 Gigabit Ethernet, and blade switches for both data networks and storage networks.

Answer: D

11. You are the senior desktop administrator for Cisco.com. A potential customer is hunting to upgrade the company's existing Cisco SAN environment. Which of the following statements might be an indicator that Cisco storage networking solutions can have a critical selling point?

- A. None unique selling point is listed out in above statements.
- B. The customer has remote offices that currently utilize network attached storage, which the customer wants to back up to the main data center.
- C. The customer is considering acquisition of a company that uses Brocade switches in its SAN.
- D. The customer is considering moving away from EMC and toward HDS as the company's primary storage supplier.

Answer: C

12. 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.

Answer: B

13. A software engineering firm wants to streamline call center operations to reduce customer wait times and improve employee productivity. Which Cisco solution best matches this business need?

- A. optical network
- B. IP telephony
- C. WLAN
- D. DSL

Answer: B

14. You work as the network administrator at Cisco.com. Which of the following is correct if using the Cisco VFrame DC as a data center provisioning device?

- A. Cisco VFrame DC can work only with the Nexus 7000 Series Switches.
- B. Cisco VFrame DC can provision only network resources.
- C. Cisco VFrame DC can work with VMware.
- D. Cisco VFrame DC can work with the Catalyst 6500 Series Switches and the Nexus 7000 Series Switches but not with MDS.

Answer: C

15. You work as the network administrator at Cisco.com. You plan to apply Cisco WAAS solution to accelerate remote office operations. but the CFO of the company hesitates because of the financial benefits too hard to quantify. Then which statement will be the best response to the CFO of the economic benefits?

- A. Explain that the company will have to continue to pay more and more for expensive bandwidth as interactions with remote offices increase in frequency and richness of content. A Cisco WAAS solution purchase can defer this expenditure as well as improve remote office productivity.
- B. make the CFO believe that the Cisco WAAS solution is the lowest cost than any competitive offering.
- C. Tell him that the extended payment scheme for the Cisco WAAS solution is tied to predefined productivity gains at the remote office being achieved within a 12-month period.
- D. Ensure the CFO that the Cisco WAAS solution is software that is implemented on servers at both ends of the remote link, and

therefore, the only ongoing cost for expansion is additional licenses.

Answer: A

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