

DUMPS ARENA

SMB Specialization for Account Managers

Cisco 700-505

Version Demo

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QUESTION NO: 1

Which two options are advantages of Cisco Data Center solutions over the competition? (Choose two.)

- A. end-to-end optimization
- B. seamless installation
- C. scalability without complexity
- D. embedded self service

ANSWER: C D**QUESTION NO: 2**

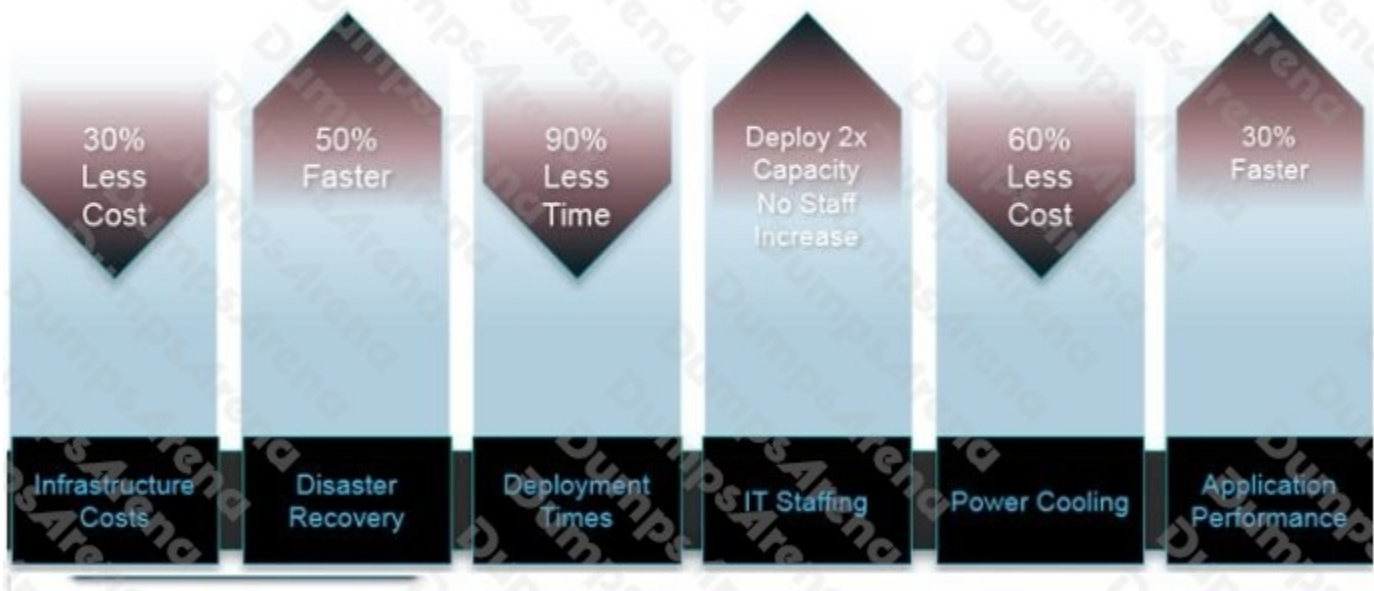
Which two customer benefits can be realized with Cisco Unified Data Center? (Choose two.)

- A. 50 percent faster disaster recovery
- B. 50 percent less time in application deployment
- C. 15 percent faster in application performance, 40 percent less in infrastructure costs
- D. 60 percent less cost for cooling and power

ANSWER: A D**Explanation:**

Reference: http://www.cisco.com/web/GR/connect2013/pdfs/024_cisco_eugenioszervoudis.pdf (slide 10)

Cisco Unified Data Center Benefits



QUESTION NO: 3

Which option is a competitive advantage of Cisco security solutions?

- A. Cisco Security Intelligence
- B. Operations
- C. Stateful firewall capability
- D. Lowest priced offering
- E. SpeedNet services

ANSWER: A

Explanation:

Cisco Security Intelligence Operations

Three Defense Pillars



QUESTION NO: 4

Which two statements about Collaborative Services are true?

- A. Cisco sells the service to the partner
- B. They are sold by the partner, and are delivered by Cisco.
- C. They enable the partner to deliver their own brand of service.
- D. They are sold to the customer by Cisco.

ANSWER: B C

QUESTION NO: 5

Your customer is considering migrating to a Cisco Borderless Routing solution from their current vendor.

Which best practice can close the sale?

- A. Show the customer a Cisco television commercial
- B. Go through a check list and compare the performance capabilities between Cisco and the other vendor.
- C. Mention that promotions and incentives are available through Cisco.

D. Demonstrate how the Cisco solution saves money by consolidating devices and integrating management.

ANSWER: D

Explanation:

Convert Customers Using Competitor, Considering Cisco



Converting

- ▶ Customer has strong relationship with other vendor
- ▶ Goal: Demonstrate Cisco superior routing and switching solutions
- ▶ How: Competitor likely won on price - show how Cisco solutions save money by consolidating devices, integrating management and enabling borderless network capabilities

QUESTION NO: 6

A customer wants to deploy a solution that requires high-quality video for full multimedia applications. Which two Cisco Unified Communication endpoint solutions should you recommend? (Choose two.)

- A. 8900 Series
- B. 9900 Series
- C. 3900 Series
- D. 5900 Series
- E. 6900 Series

ANSWER: A B

Explanation:

Reference: http://www.cisco.com/en/US/prod/voicesw/ps6788/ip_phones.html (Both are high performance solutions. See the bulleted points underneath each solution)

QUESTION NO: 7

Which statement about Cisco CleanAir technology is true?

- A. It features chip-level proactive and automatic electronic beamforming.
- B. It features automatic advanced radio frequency shaping.
- C. It features chip-level proactive and automatic interference mitigation.
- D. It is a feature of the Cisco Aironet 1600 Series AP

ANSWER: C**Explanation:**

Reference: http://www.cisco.com/en/US/solutions/collateral/ns340/ns394/ns348/ns1070/aag_c22-594304.pdf

QUESTION NO: 8

Your customer has a small business. Their infrastructure includes a single Cisco ISR, and two Cisco Catalyst 2960 switches running multiple VLANs.

Which Cisco branded service should be offered to this customer?

- A. partner support service
- B. SmartCare
- C. QSMARTnet
- D. small business support service
- E. smart business service

ANSWER: D**Explanation:**

Reference: http://www.cisco.com/cisco/web/solutions/small_business/services/docs/SBSupport_Services_AAG_Final.pdf

QUESTION NO: 9

Which statement about TrustSec is true?

- A. It monitors all the devices on the network, and turns them off when they are not needed.
- B. It provides a policy-based, scalable platform that offers integrated posture, profiling, and guest services to make context-aware access control decisions.

- C. It provides secure rich-media and collaboration services to optimize real-time voice and video applications.
- D. It provides defense against denial of service attacks.

ANSWER: B

Explanation:

Reference: http://www.cisco.com/en/US/solutions/collateral/ns170/ns896/ns1051/at_a_glance_c45-653057.pdf (page 1, see Cisco TrustSec Secures borderless networks, first para, first sentence)

QUESTION NO: 10

Which three options are benefits to the partner in the Cisco Partner Program? (Choose three.)

- A. drives growth and profitability
- B. results in more individual Cisco career certifications (that is, CCNA, CCNP)
- C. differentiates your business
- D. provides access to promotions and incentives
- E. partners receive free gear when they achieve certification
- F. partner program enrollment increases

ANSWER: A C D

Explanation:

The Cisco Channel Partner Program provides many ways to differentiate your business and drive growth and profitability for your company. Reference: <http://www.cisco.com/web/partners/pr11/index.html>

Cisco Partner Program Benefits



Resources:

- ▶ Sales, technical and lifecycle services, training and resources

Benefits:

- ▶ Effectively sell, deliver and support
- ▶ Differentiate your business
- ▶ Drive growth and profitability
- ▶ Access to financing, incentives, and promotions
- ▶ Leverage Cisco reputation