# KillTest

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# 덤프

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**Exam** : **646-206**

**Title** : Cisco Sales Expert

**Version** : Demo

1.What are three current business factors that are influencing customer decisions in making technology investments? (Choose three.)
A. return on investment
B. competitiveness
C. number of product features
D. day one costs
E. regulation
F. availability of budget
**Answer:** A,B,E

2.Which three services does Cisco provide to customers.? (Choose three.)
A. Cisco focuses solely on the cloud and web-based offerings, enabling endpoints to communicate.
B. Cisco accelerates the ability of IT to align more closely with the business and how people actually work.
C. Cisco delivers deployment agility across endpoints and the network, including the cloud, whether on premises or off premises.
D. Cisco focuses mainly on devices linking endpoints and applications via a common framework.
E. Cisco delivers borderless experience across all major devices and operating systems.
**Answer:** B,C,E

3.Which option best describes the primary value of the Cisco IP Next-Generation Network?
A. interoperates seamlessly with customers, though with only a few applications
B. provides unique network intelligence that runs throughout the architecture, regardless of traffic mix or device
C. embeds intelligence in the core only
D. provides an access-specific solution that targets optical and Ethernet products
E. integrates only two of the four Cisco architectures
**Answer:** B

4.You discover that a financial institution is planning to acquire two banks and wants to scale its infrastructure independent of the size of the acquired entities and deliver next-generation functionality almost immediately. Which three options are the most appropriate questions to ask a business decision maker? (Choose three.)
A. What are your plans for expanding services and offerings to your customers and your staff?
B. What issues are you experiencing related to technical readiness, implementation, monitoring, and optimization?
C. How are growing costs affecting the flexibility of your company and its profit margin?
D. How quickly can your IT staff roll out new applications?
E. What do you see as the greatest risks to your business?
F. What technical issues concern you the most?
**Answer:** A,C,E

5.What is the Cisco goal regarding market share for each of the major markets that its products compete in?
A. to compete effectively in every market in which Cisco participates

B. to be No.1 or No. 2 in every market in which Cisco participates
C. to be in the top 1 percent in every market in which Cisco participates
D. to be first in every market in which Cisco participates
**Answer:** B

6.Which three customer needs are addressed by Cisco solutions? (Choose three.)
A. reducing day one costs
B. improving productivity
C. gaining competitive advantage
D. focusing on current needs
E. obtaining a wide variety of point products
F. reducing TCO
**Answer:** B,C,F

7.Which three Cisco go-to-market strategies help partner profitability? (Choose three.)
A. Cisco innovation and acquisitions ensure that partners have a broad portfolio for customers.
B. Cisco has one partner program to support all partner types.
C. Cisco focuses on meeting customer needs while protecting partner profitability.
D. Cisco focuses only on building internally for innovation and not on acquisitions.
E. Cisco provides partner programs to support different partner business models.
**Answer:** A,C,E

8.Suppose that a Cisco Partner wants to achieve Cisco Gold Certified status with a Borderless Network Architecture Specialization. Which two things must be done? (Choose two.)
A. Company must have a Cisco.com ID.
B. Company must send an email to the Cisco Partner team for automatic approval.
C. Company must complete a Specialization application, located on the Partner Central web page.
D. Nothing is required, because the company is a registered Cisco Partner.
**Answer:** A,C

9.In which area of the campus LAN are the user computers attached to the network?
A. core
B. access
C. distribution
D. aggregation
**Answer:** B

10.Which two features characterize controller-based deployments in a WLAN? (Choose two.)
A. coverage of large areas
B. individual device configuration
C. roaming that is facilitated by wireless-location services
D. coverage of a single area
E. seamless roaming throughout the network
**Answer:** A,E