

# 646-202<sup>Q&As</sup>

Sales Expert Cisco Sales Expert Exam (CSE)

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#### **QUESTION 1**

QUESTION I
A switch operates at Layer 2 of the OSI model. What is the name of that layer?
A. network
B. session
C. presentation
D. data link
Correct Answer: D
QUESTION 2
Internet Protocol videoconferencing (IP/VC) provides which two business benefits? (Choose two.)
A. reduced travel time for instructors responsible for different geographic sites
B. improved morale and reduced turnover among employees who receive timely business updates
C. increased sales and customer satisfaction due to current product information disseminated simultaneously to a global sales force by headquarters
D. real-time discussions of patient information among remote medical teams
Correct Answer: AD
QUESTION 3
Which content network component provides fault tolerance, scalability, and load balancing?
A. content router
B. Content Distribution Manager (CDM)
C. content engine
D. content switch
Correct Answer: D

#### **QUESTION 4**

A pharmaceutical company sets up a partnership with a major university that requires researchers to connect to the corporate intranet. Which Cisco solution best meets this business need?

A. Virtual Private Network (VPN)



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- B. storage-area network (SAN)
- C. IP telephony
- D. content delivery network (CDN)

Correct Answer: A

#### **QUESTION 5**

Which two Internet Protocol (IP) telephony devices are best categorized as infrastructure components? (Choose two.)

- A. IP telephones
- B. call management software
- C. Media Convergence Servers (MCSs)
- D. voice gateways

Correct Answer: CD

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