



646-206^{Q&As}

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**QUESTION 1**

Which two opposing challenges are helping to drive the partner need to sell whole offers? (Choose two.)

- A. how to increase deal revenue while offering deeper discounts
- B. how to close deals when customers are under financial constraints and while enhancing overall profitability
- C. how to reduce services in deals while providing real-time customer network data
- D. how to limit Cisco financing while accelerating deals
- E. how to increase business relevance while enhancing all types of deals

Correct Answer: BE

Two of the biggest challenges for Cisco sales partners is 1. Closing the deal when the customer are under financial constraints and 2. Increasing business relevance while enhancing all types of deals.

QUESTION 2

What are two goals of the Cisco collaboration architecture? (Choose two.)

- A. provide a consistent, integrated experience to users regardless of device or client
- B. provide Cisco Unified Communications for end users
- C. eliminate the need for security and firewalls
- D. provide IT with a storage-intensive platform and extended memory support
- E. deliver the fastest and highest-quality voice, video, and data experiences

Correct Answer: AE

The Cisco collaboration architecture works with new and existing technologies, and helps you simplify business processes. By aligning this architecture with your strategic goals, you can: ?ncrease productivity and lower your TCO ?ccelerate time to market and increase your revenue growth ?mprove customer satisfaction and generate new ideas ?eliver the fastest and highest-quality voice, video, and data experiences

QUESTION 3

Which three options signal a customer need for a new core network infrastructure (including routing)? (Choose three.)

- A. decreased bandwidth needs
- B. increase in staff levels
- C. establishing a branch office
- D. operating a single-site office



- E. accommodating new services
- F. adequate bandwidth

Correct Answer: BCE

With increased bandwidth needs, new infrastructure core requirements are usually needed. The increases in bandwidth come from additional staff, new branch offices being added, or to support new applications and services.

QUESTION 4

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

Correct Answer: BCF

B, C, and F are valid while the others are wrong as day one costs will actually increase through the purchase of Cisco products, not decrease. The focus should be on current and future needs, not just current. A wide variety of point products are not necessarily needed, as only a specific need may be addressed through a single product.

QUESTION 5

Which two options are ways that Cisco Capital helps partners? (Choose two.)

- A. counts as double toward quarterly sales goals
- B. accelerates and grows deals
- C. requires customers to lease or buy new equipment when leases expire
- D. increases capital budgets of customers
- E. increases margins and cash flow

Correct Answer: BE

Grow your Business and increase margins. Cisco Capitals unique value proposition is how we support our partners. Understand the specific programs developed to support the growth of your business.

Reference:

http://www.cisco.com/web/ordering/ciscocapital/channel_partners/grow_it/indexc.html



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