



650-177^{Q&As}

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**QUESTION 1**

What are two characteristics of a managed Cisco Small Business Switch when recommended over a unmanaged switch. (Select Two)

- A. End User Installed and Support - No (Cisco says that is for non-managed)
- B. VLAN Support - Yes
- C. Desktop Installation
- D. Web Controlled GUI - Yes (Remote Management and Web Control GUI required)
- E. Low Initial Cost - No

Correct Answer: BD

QUESTION 2

Which three characteristics are true of the ProtectLink Gateway product? (Choose three.)

- A. protects from spyware and phishing attacks
- B. provides web server content filtering
- C. provides encryption between a browser and a web server
- D. is bundled in the SPS platform
- E. blocks 97% of SPAM
- F. provides content filtering for e-mail

Correct Answer: ABF

QUESTION 3

What are two benefits for the Cisco Partner, derived from the Cisco SBR Methodology? (Choose two.)

- A. There is less risk through the implementation of proven solutions
- B. Proactive planning enhances customer satisfaction
- C. There are faster implementation of new business applications
- D. Solution differentiation from the competition allows for premium margins

Correct Answer: BD



QUESTION 4

Which three are the components of the Cisco Services portfolio? (Choose three.)

- A. Cisco Remote Management Services
- B. Cisco Special Services
- C. Cisco Advisory Services
- D. Cisco Outsourcing Program
- E. Cisco Advanced Services
- F. Cisco Technical Support Services

Correct Answer: CEF

QUESTION 5

What is an important difference between the Cisco Small Business Support Center and the Cisco Small Business Support Community?

- A. Telephone Support During Business Hours
- B. real-time collaboration
- C. access by partners and customers
- D. fast access to technical information

Correct Answer: A

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