



# 650-177<sup>Q&As</sup>

SMB Solutions for Account Managers

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### QUESTION 1

Which two types of information might be found at the Small Business Partner Central website? (Choose two.)

- A. sales program information
- B. online product ordering
- C. technology partner products and services
- D. product information on theData Center products-
- E. specialization and certification details

Correct Answer: ABCE

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### QUESTION 2

What are four uses of the USB ports in the Cisco integrated services routers? (Choose four.)

- A. Secure Device Authentication
- B. Remote Administration
- C. Bulk Flash storage
- D. Secure Configuration Files Distribution
- E. Storage of Removable Credentials
- F. Increase RAM Memory for the Router

Correct Answer: ACDE

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### QUESTION 3

Which Post-Sales SMART Design documents are available to help you better serve your customer... (Choose Three)

- A. Implementation Guide
- B. Solution Profile
- C. Application Notes
- D. Small Business Product Guide
- E. Cisco Configuration Assistant
- F. Design Guide



Correct Answer: ACF

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#### QUESTION 4

Increased productivity, minimized legal risks, and improvements in "green" operation can be easily linked to Cisco solutions in which technology area?

- A. routing and switching
- B. web collaboration
- C. on the destination network, between the server and a router
- D. eCommerce
- E. voice
- F. security

Correct Answer: D

Increased Productivity Improve customer satisfaction Growth business Minimize legal risks Enable business continuity Operate more "greenly" Accelerate growth

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#### QUESTION 5

If XYZ LTD needs to upgrade the Cisco IOS Software of a Cisco Router, Where is the best place to download the upgrade image file from?

- A. The best option is to download it from the Cisco TAC website
- B. The best option is to download it from the Cisco.Com Software support site
- C. The best option is to download it form the Cisco Advanced Services website
- D. The best option is to download it from the TFTP site on Cisco.com

Correct Answer: B

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