



# 650-752<sup>Q&As</sup>

Advanced IP NGN Architecture Sales

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### QUESTION 1

Which two documents comprise a customer transfer of information? (Choose two.)


- A. technical high-level overview
- B. technical low-level overview
- C. optimization tests
- D. implementation and testing plan

Correct Answer: AD

### QUESTION 2


Match the terms on the left to the explanations on the right.

<input type="checkbox"/>	CapEx	1.	Expenditures creating future benefits.
<input type="checkbox"/>	OpEx	2.	All hardware and software, and their installation, integration, migration, warranties, licenses, purchasing research, and risks.
<input type="checkbox"/>	TCO	3.	Ongoing cost for running a product, business or system.
<input type="checkbox"/>	ROI	4.	Ratio of money gained or lost on an investment relative to amount of money invested.



Select and Place:

<input type="checkbox"/>	CapEx	1.	Expenditures creating future benefits.
<input type="checkbox"/>	OpEx	2.	All hardware and software, and their installation, integration, migration, warranties, licenses, purchasing research, and risks.
<input type="checkbox"/>	TCO	3.	Ongoing cost for running a product, business or system.
<input type="checkbox"/>	ROI	4.	Ratio of money gained or lost on an investment relative to amount of money invested.



Correct Answer:



1.	CapEx	Expenditures creating future benefits.
3.	OpEx	All hardware and software, and their installation, integration, migration, warranties, licenses, purchasing research, and risks.
2.	TCO	Ongoing cost for running a product, business or system.
4.	ROI	Ratio of money gained or lost on an investment relative to amount of money invested.



### QUESTION 3

What are the three predefined migration services? (Choose three.)

- A. any to Cisco 9000 ASR
- B. any to Cisco 5000 ASR
- C. Juniper to Cisco CRS-3
- D. Cisco CRS-3 to Juniper
- E. Cisco ASR 1001 upgrade
- F. Cisco 7600 downgrade

Correct Answer: ABC

### QUESTION 4

In a Cisco IP NGN business transformation, what is the main focus when you are considering a subscription for the customer?

- A. a free promotional subscription
- B. tiered subscriptions to value-added services
- C. unlimited traffic
- D. time-of-day diversity subscriptions

Correct Answer: B

### QUESTION 5

Which Cisco Prime NCS module is responsible for the management of the transport network?



- A. Cisco Prime Central
- B. Cisco Prime Fulfillment
- C. Cisco Prime Optical
- D. Cisco Prime Network

Correct Answer: D

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