



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

Advanced IP NGN Architecture Sales

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### QUESTION 1

Which option is a major pillar of the Cisco IP NGN architecture?

- A. managed and cloud services
- B. QoS services
- C. VoIP services
- D. assistance services

Correct Answer: A

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### QUESTION 2

How does Cisco challenge its competitors in the customer decision-making process?

- A. by waiting for a response from the customer
- B. by using a cross-functional team
- C. by using an operational team

Correct Answer: B

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### QUESTION 3

What is the primary focus of an IT manager?

- A. technical supervision of the ICT infrastructure
- B. reduction of IT expenditures
- C. IT budgeting for a service provider
- D. value creation made possible by technology

Correct Answer: A

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### QUESTION 4

What is one of the most applicable technologies that service providers are offering to their customer in Connected Life at Work service?

- A. VPN



- B. Internet access
- C. cloud service
- D. managed service
- E. Cisco TelePresence

Correct Answer: E

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#### QUESTION 5

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

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