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SMB Specialization for Account Managers

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QUESTION 1

Which four product categories have Cisco Meraki cloud-managed offerings? (Choose four.)

A. IP telephones

B. Cisco Telepresence

C. Mobile device management

D. Switches

E. Security appliances

F. Servers

G. Storage

H. Wireless access points

Correct Answer: CDEH

Section: (none)

Reference:

http://meraki.cisco.com/ (see products)

QUESTION 2

Which Cisco Partner Sales Tool provides a single searchable location for sales guidance and technical details to help differentiate Cisco solutions from the competition?

A. Cisco Commerce Workspace

B. Competitive Portal

C. Quick Product Reference Guide

D. Cisco Discovery Service

Correct Answer: B

Section: (none)

QUESTION 3

Which option is an online conferencing solution that allows participants to see; hear and share content and applications in real time?

A. Cisco Unity

B. Cisco ISR with Conferencing service module

C. Borderless Networks

D. WebEx meetings

Correct Answer: D

Section: (none)

Reference:

http://www.webex.com/how-to/

QUESTION 4

In which two ways can Cisco solutions help resolve customer business challenges? (Choose two.)

A. by supporting BYOD and increased mobility

B. by providing a multisystem infrastructure that must be monitored and maintained by the IT staff

C. by providing improved collaboration and communication tools

D. by providing a complex borderless solution

Correct Answer: AC

Section: (none)

QUESTION 5

Which Cisco Catalyst model should you recommend to a customer that is considered a bargain buyer?

A. 2960

B. 3750

C. 300

D. 1900

Correct Answer: A

Section: (none)

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