

**Exam** : **650-196**

**Title** : SMB Specialization for  
Engineers

**Version** : DEMO

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1.Which small business desktop application is left with the customer to modify voice and user settings on the Cisco Unified Communications 500 Series?

- A. Cisco Configuration Assistant
- B. Cisco Office Manager
- C. Cisco FindIT
- D. Cisco WebEx Phone Connect

**Answer: A**

2.Address translation is another component of Layer 3 design. Which two type of address translation allow an IP Address to be duplicated.? (Choose two.)

- A. PAT
- B. DAT
- C. NAT
- D. FAT
- E. CAT

**Answer: A,C**

3.What is the difference between Cisco Catalyst 2960 LAN Base Series and Cisco Catalyst 2960 LAN Lite Series?

- A. Only the Cisco Catalyst 2960 LAN Lite Series supports Power over Ethernet.
- B. Only the Cisco Catalyst 2960 LAN Lite Series supports Gigabit Ethernet uplinks.
- C. Only the Cisco Catalyst 2960 LAN Base Series can be managed by Cisco Network Assistant.
- D. Only the Cisco Catalyst 2960 LAN Base Series offers enhanced Layer 2+ intelligent LAN services.

**Answer: D**

4.Which program houses all the small business partner training resources?

- A. SB University
- B. Campaign Builder
- C. Select Certification
- D. Market Cisco Technologies and Services

**Answer: A**

5.What selling feature is available across all Cisco SPA IP Phones?

- A. High-definition voice
- B. Dynamic softkeys
- C. Interactive video
- D. Wi-Fi and Bluetooth

**Answer: D**

6.What are two advantages that the Cisco SA 520 all-in-one UTM security device has over implementing a typical router in a small business network? (Choose two.)

- A. Access control lists
- B. Higher bandwidth
- C. Virtual private networks

- D. URL filtering
- E. Cisco Intrusion Prevention System

**Answer:** C,D

7.Which two options are customer value propositions of the Cisco Business Edition 3000? (Choose two.)

- A. Advanced Cisco Unified Communications functionality and scalability up to 1000 users
- B. Deployment as a hosted service
- C. Enables a smooth migration from outdated TDM systems to IP
- D. Requires dedicated IT resources to support
- E. Value-priced Cisco Unified Communications solution for medium-sized businesses

**Answer:** C,E

8.Which Cisco product would a partner select to maintain a customer network and generate recurring revenue?

- A. OnPlus
- B. Quad
- C. TelePresence
- D. WebEx

**Answer:** A

9.Which Cisco RV Series Router can support up to 7 WAN connections or 13 LAN connections?

- A. RV016
- B. RV042
- C. RV082
- D. RV220W

**Answer:** A

10.Bridges and switches are Layer 2 devices that provide the same basic functionality but that also have some differences. Which two traits apply to switches only? (Choose two.)

- A. Typically have fewer ports because forwarding decisions are made in software
- B. Are faster because forwarding decisions are made on hardware
- C. Supports Layer 2 VLANs
- D. Flood frames out all ports
- E. Segment LANs

**Answer:** B,C

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