



650-752^{Q&As}

Advanced IP NGN Architecture Sales

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QUESTION 1

Which tool, that is available on Cisco.com, does Cisco use to succeed against the competition?

- A. data sheets
- B. battlecards
- C. presentations
- D. demonstrations

Correct Answer: D

QUESTION 2

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

QUESTION 3

What is FUD?

- A. a new Cisco IP NGN-capable switch
- B. a method for controlling customers
- C. a strategic attempt to influence public perception by disseminating negative and dubious or false information
- D. Cisco IP NGN technology

Correct Answer: B

QUESTION 4

What is the challenge for the modern service provider who wants to monetize the various services?



- A. a billing system that supports all services enabled in the network
- B. video broadcasting
- C. different types of access technologies
- D. MPLS over IPv4

Correct Answer: B

QUESTION 5

Which three services are offered in the business segment of Cisco IP NGN? (Choose three.)

- A. Layer 3 VPN and Layer 2 VPN
- B. cloud services
- C. Cisco VideoScape
- D. point-to-point communication
- E. triple play
- F. quad play

Correct Answer: ABD

QUESTION 6

What are the two primary access technologies that are used for residential customers? (Choose two.)

- A. Metro Ethernet
- B. 3G and 4G mobile access
- C. cable
- D. xDSL
- E. WiMax

Correct Answer: CD

QUESTION 7

What are the three primary features of Cisco IP NGN platforms? (Choose three.)

- A. scalability
- B. customization
- C. resilience



- D. simplicity
- E. geo-redundancy
- F. manageability

Correct Answer: AEF

QUESTION 8

What are the four sub-layers in the Cisco IP NGN architecture infrastructure layer? (Choose four.)

- A. access
- B. aggregation
- C. distribution
- D. core
- E. edge
- F. extension
- G. collapsed distribution
- H. shared aggregation

Correct Answer: ABDE

QUESTION 9

Which three services will be available in the Connected Life at Move service after the deployment of LTE access technology? (Choose three.)

- A. location-based service
- B. audio/video streaming
- C. VPN
- D. QoS
- E. gaming
- F. remote control of home appliances

Correct Answer: BEF

QUESTION 10



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 11

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

QUESTION 12

Match each term on the left to its explanation on the right.

<input type="checkbox"/>	customer satisfaction	1.	Proactive remote monitoring by the experts available around the clock.
<input type="checkbox"/>	customer loyalty	2.	The percentage of returning customers.
<input type="checkbox"/>	serviceability	3.	Continuous operation providing the service provider with the ability to meet SLAs.
<input type="checkbox"/>	role of Cisco assurance services	4.	the key KPI expressed as a percentage, dependent on equipment performance, price, and performance in handling irregularities

Select and Place:



<input type="checkbox"/>	customer satisfaction	1.	Proactive remote monitoring by the experts available around the clock.
<input type="checkbox"/>	customer loyalty	2.	The percentage of returning customers.
<input type="checkbox"/>	serviceability	3.	Continuous operation providing the service provider with the ability to meet SLAs.
<input type="checkbox"/>	role of Cisco assurance services	4.	the key KPI expressed as a percentage, dependent on equipment performance, price, and performance in handling irregularities

Correct Answer:

3.	customer satisfaction	<input type="checkbox"/>	Proactive remote monitoring by the experts available around the clock.
2.	customer loyalty	<input type="checkbox"/>	The percentage of returning customers.
4.	serviceability	<input type="checkbox"/>	Continuous operation providing the service provider with the ability to meet SLAs.
1.	role of Cisco assurance services	<input type="checkbox"/>	the key KPI expressed as a percentage, dependent on equipment performance, price, and performance in handling irregularities

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