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QUESTION 1

What is the Cisco goal regarding market share for each of the major markets that its products compete in?

A. to compete effectively in every market in which Cisco participates

B. to be No.1 or No. 2 in every market in which Cisco participates

C. to be in the top 1 percent in every market in which Cisco participates

D. to be first in every market in which Cisco participates

Correct Answer: B

Cisco\\'s stated goal is to be the number 1 or 2 provider in each and every market that it participates in.

QUESTION 2

Which service does the Cisco IronPort portfolio perform?

A. reduces the downtime that is associated with spam, viruses, and blended threats delivered via email

B. defends the perimeter from malicious users and unauthorized traffic

C. provides a secure communication path through the Internet

D. determines if a user or device is authorized to access a switch port

Correct Answer: A

The Cisco Ironport product is a secure email and web appliance that Reduces costly downtime associated with email-based spam, viruses, and web threats.

Topic 5: Selling Collaboration Architecture

QUESTION 3

What are three of the major technological and demographic transitions occurring today that are having a profound effect on business and IT? (Choose three.)

A. the adoption of mobile devices in the enterprise due to consumerization

B. the decrease in the number of collaborative tools

C. application of social software in enterprise collaboration

D. predominant and increased use of text- or document-centric communication tools

E. divergence of desktop virtualization and unified communications

F. the increase and foreseen pervasive use of video for all communications

Correct Answer: ACF

A, C, F are the only options that make sense. Choice B is obviously wrong as there are a growing number of collaborative tools, not a decreasing number. D is also obviously wrong as more and more communication tools are online or digital, not text or document based.

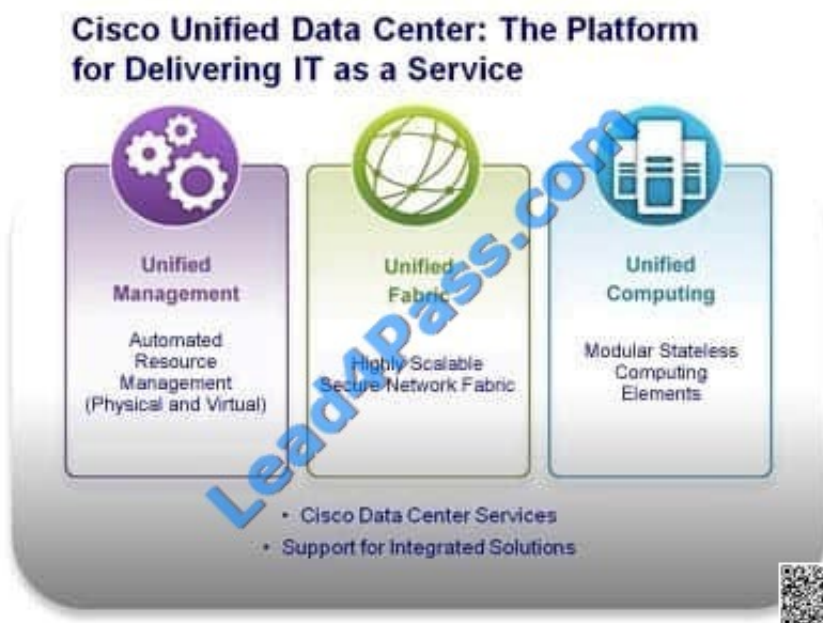Topic 2: Cisco Partner Advantage

QUESTION 4

Which three statements correctly describe the Cisco Unified Data Center pillars? (Choose three.)

A. Cisco Unified Management combines the Cisco Intelligent Automation for Cloud with the UCS manager and Network Services Manager to simplify cloud application delivery.

B. Cisco Unified Management provides foundational connectivity to link resources within and across data centers on demand.

C. Cisco Unified Computing System dynamically delivers multiple services, such as WAN, that can be configured on demand.

D. Cisco Unified Computing System is a next-generation data center platform that unites computing, network, storage, and virtualization.

E. Cisco Unified Fabric unifies LAN and storage network to deliver converged solutions.

F. Cisco Unified Fabric extends virtualization to create pools of shared memory, storage, and computing resources.

Correct Answer: ADE

Unified Data Center architecture diagram

Cisco\\'s Unified Data Center provides a complete architecture platform including products and solutions in three critical areas:

Unified Management The Unified Management component of Cisco\\\'s data center architecture features automation, orchestration, and lifecycle management to simplify deployment and operation of physical/bare metal, virtual, and cloud infrastructure. Cisco assists IT departments with developing a self- service portal and service catalog to quickly deliver on-demand IT services to support business initiatives. Unified Fabric The Unified Fabric component of Cisco\\\'s data center architecture delivers high-performance data and storage networking to simplify deployment, help ensure quality of experience, and reduce operating costs. Cisco\\\'s integrated network services provide high-speed connectivity and high- availability, increase application performance, and reduce security risk in multi-tenant environments.

Unified Computing Cisco Unified Computing System (UCS) anchors the Cisco data center architecture with a highly-scalable, system-level computing solution that integrates computing, access networking, and storage networking. Embedded management capabilities simplify operations across physical, virtual, and cloud infrastructure.

QUESTION 5

Which three options signal a customer need for a new core network infrastructure (including routing)? (Choose three.)

A. decreased bandwidth needs

B. increase in staff levels

C. establishing a branch office

D. operating a single-site office

E. accommodating new services

F. adequate bandwidth

Correct Answer: BCE

With increased bandwidth needs, new infrastructure core requirements are usually needed. The increases in bandwidth come from additional staff, new branch offices being added, or to support new applications and services.

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