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QUESTION 1

Which Cisco product family is the recommended platform for 10 Gigabit Ethernet in the data center?

A. Cisco ACE

B. Cisco Nexus

C. Cisco MDS 9000

D. Cisco Catalyst

E. Cisco WAAS

Correct Answer: B

The Cisco Nexus switch is purpose built for data centers, offering a large number of 10 Gbps ports.

QUESTION 2

Which Cisco TelePresence offering provides a telepresence experience for a wide range of existing conference rooms and environments?

A. Solution

B. Immersive

C. Multipurpose

D. Exchange

E. Multipoint

Correct Answer: C

Multipurpose team telepresence systems are ideal for turning meeting rooms of all sizes into telepresence rooms. The systems are fully interoperable with standards-based video phones, PC- based video solutions, or third-party telepresence systems. Your teams can collaborate more productively with high- definition telepresence systems over a wide range of existing room sizes and environments.

QUESTION 3

What is the goal of the Cisco Borderless Network Architecture?

A. to provide users with a single device that permits access to information anywhere

B. to provide users with the same productivity and access to information no matter where they are or which device they use

C. to eliminate the need for border security and firewalls

D. to provide companies with a way to extend their security and control over employees on the Internet

Correct Answer: B

The Borderless Networks architecture enables organizations around the world to connect anyone, anywhere, using any device -- securely, reliably and seamlessly, so they can be just as productive from anywhere they may be as they would be by physically being in the office.

QUESTION 4

Which two factors are driving the demand for borderless networks? (Choose two.)

A. Borders are foreseen to be defined by the location of users when they access resources.

B. The number of non-PC devices is forecasted to grow between 101 percent and 258 percent by 2015.

C. Companies are increasingly seeing their applications as operating only behind company firewalls.

D. Increase in mobile workers is requiring companies to overcome the location border so that information can be accessed from anywhere.

E. Enterprises are increasingly hesitant to become borderless due to varying user experiences, security, and reliability issues.

Correct Answer: BD

Cisco\\'s latest Visual Networking Index predicts that data traffic from wireless devices will surpass traffic from wired devices by 2015.

"A growing amount of Internet traffic is originating with non-PC devices," said Cisco\\'s executive summary. "In 2010, only 3 percent of Internet traffic originated with non-PC devices, but by 2015 the non-PC share of Internet traffic will grow to

15 percent. PC-originated traffic will grow at a CAGR of 33 percent, while TVs, tablets, smartphones, and machine-to-machine (M2M) modules will have growth rates of 101 percent, 216 percent, 144 percent, and 258 percent, respectively."

QUESTION 5

Which two opposing challenges are helping to drive the partner need to sell whole offers? (Choose two.)

A. how to increase deal revenue while offering deeper discounts

B. how to close deals when customers are under financial constraints and while enhancing overall profitability

C. how to reduce services in deals while providing real-time customer network data

D. how to limit Cisco financing while accelerating deals

E. how to increase business relevance while enhancing all types of deals

Correct Answer: BE

Two of the biggest challenges for Cisco sales partners is 1. Closing the deal when the customer are under financial constraints and 2. Increasing business relevance while enhancing all types of deals.

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