



# 646-206<sup>Q&As</sup>

Cisco Sales Expert

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### QUESTION 1

What are three ways that a Cisco Partner can leverage a Cisco Data Center Virtualization or cloud ecosystem partner in his or her sales efforts? (Choose three.)

- A. Persuade ecosystem partner to write Cisco Partner proposals that are counter to ecosystem partner strategies.
- B. Obtain new contacts in existing or potential accounts from the ecosystem partner.
- C. Learn about ecosystem partner opportunities in which the Cisco Partner is not involved.
- D. Seek out the ecosystem partner only toward the end of the sales cycle.
- E. Request the participation of the ecosystem partner in a consulting capacity.
- F. Use the ecosystem partner to provide a whole offer package to customers.

Correct Answer: BCE

Getting new contacts from the partner, learning about new opportunities, and requesting the partner act in a consulting capacity are all good ways to increase sales.

Topic 9: Enhancing Partner Profitability

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### QUESTION 2

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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### QUESTION 3

Which two options are the trends that are driving the demand for data center? (Choose two.)

- A. Businesses are increasingly deploying IT where they will own the physical assets.



- B. Consumers and employees want the same personalized, on-demand treatment in the workplace as they use in their personal lives.
- C. New devices are being introduced rapidly, with innovations coming from anywhere, anyone, and at anytime.
- D. Current business IT operations are being hindered by infrastructure simplicity and flexibility.
- E. New market expectations are reducing the financial pressures between business growth and margins.

Correct Answer: BC

Both of these answers are covered in slide 3 of the "Cisco Unified Data Center: Changing the Economics of the Data Center" PowerPoint presentation found here: <http://www.slideshare.net/CiscoIndia/changing-the-economics-of-the-data-center>

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#### QUESTION 4

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

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#### QUESTION 5

A standard three-year term, next-business-day hardware replacement, and telephone support are features of which Cisco support program?

- A. SMARTnet
- B. SMB Foundation
- C. Small Business Pro Service
- D. SMART Care

Correct Answer: C

The Cisco Small Business Pro Support Service is a three-year, subscription service that provides device- level support including: unlimited telephone and online chat support from Cisco Small Business Support Center; next-business-day advanced hardware replacement if necessary; advanced configuration and deployment support from Small Business Support Center certified engineers Topic 3: Network Basics



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