



646-365^{Q&As}

Cisco Express Foundation for Account Managers

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QUESTION 1

Which of the following is not a business benefit that is offered by a Cisco switching solution?

- A. deliver a positive user experience
- B. reduce energy costs and resource consumption by up to 80 percent
- C. deliver superior investment protection
- D. deliver superior access and service levels

Correct Answer: B

QUESTION 2

What is the role of Cisco AnyConnect in a borderless network?

- A. Access control to switch ports is provided by Cisco AnyConnect.
- B. Cisco AnyConnect is a host intrusion prevention application with an integrated personal firewall.
- C. Cisco AnyConnect enables secure connectivity of authorized devices.
- D. Cisco AnyConnect filters malicious content from HTTP traffic.

Correct Answer: C

QUESTION 3

Which two statements are correct concerning Cisco Validated Design? (Choose two.)

- A. Cisco Validated Design consists of systems that are designed, tested, and documented to facilitate and improve customer deployments.
- B. Cisco Validated Design incorporates a limited range of technologies and products into a portfolio of solutions that have been developed to address the business needs of customers.
- C. The design zone for security cannot offer validated designs for several categories.
- D. SMARTnet provides access to a demonstration lab for each validated design.

Correct Answer: AC

QUESTION 4

Which statement is true regarding TCO calculations that an account manager prepares for the customer?

- A. Different stakeholders always have the same expectations regarding the TCO calculation.



- B. Cisco Capital financing should not be presented to the customer.
- C. Non-measurable business benefits should never be presented to the customer.
- D. TCO calculation should emphasize Cisco strategic values including support of current market transitions.

Correct Answer: D

QUESTION 5

Which one of these actions is the best way to resolve security challenges in borderless networks?

- A. Upgrade all existing security products in the network.
- B. Identify the vulnerabilities of only newly deployed services.
- C. Identify the vulnerabilities of only newly deployed network devices.
- D. Migrate to an architectural approach to security.

Correct Answer: D

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