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650-175

Cisco

SMBAM - SMB Specialization for Account Managers

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Question: 1
Which two indicators should be taken into consideration by a customer when installing a Wireless LAN Controller? (Choose two.)

A. Want to provide employee wireless access
B. Need between two and three access points
C. Need more than four access points
D. Want to provide guest wireless access

Answer: C, D

Question: 2
Which three statements best describe the features of the ProtectLink Gateway product? (Choose three.)

A. Provides encryption between a browser and a web server
B. Provides web server content filtering is bundled in the SPS platform
C. Provides content filtering for e-mail blocks 97% of SPAM
D. Protects from spyware and phishing attacks

Answer: B, C, D

Question: 3
Which three features can indicate that a potential SMB customer is in the SBR-defined growth phase? (Choose three.)

A. Requesting convergence of voice and data
B. Providing a customer with a basic up-to-date website
C. Wanting greater connectivity for customers
D. Focusing on becoming more efficient

Answer: A, C, D

Question: 4
Refer to the following items, which two are components of the Discovery Guide in the Cisco sales approach? (Choose two.)

A. Probing more deeply into the customer's business challenges
B. Recommending a business needs-based solution
C. Calculating the customer's business need priorities
D. Ranking customer business needs

Answer: C, D

Question: 5
Cisco Integrated Services Routers (ISR) help organizations optimize branch services into a single platform that delivers a consistent user experience with a lower total cost of ownership. Why are Integrated Services Routers well-positioned for the SMB market? (Choose two.)

A. They require no configuration to install.
B. They scan packets for malicious activity.
C. They offer the best choice for remote access needs.
D. They are integrated with firewall capabilities.

Answer: C, D

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