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# 650-195

**Cisco**

*SMB Solutions for Engineers*

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**QUESTION: 1**

Which three pre-sales Smart Design documents are available to help you implement and install a solution? (Choose three.)

- A. Small Business Product Guide
- B. Design Guide
- C. Application Notes
- D. Solution Profile
- E. Cisco Configuration Assistant
- F. Implementation Guide

**Answer:** A, D, E

**QUESTION: 2**

Which program houses all the SMB partner training resources?

- A. Partner Education Connection
- B. Campaign Builder
- C. Market Cisco Technologies and Services
- D. SMB University
- E. Select Certification

**Answer:** A

**QUESTION: 3**

What is the minimum level of account access that partners need to download Cisco Configuration Assistant from Cisco.com?

- A. Guest
- B. Partner
- C. Select
- D. Privileged
- E. Cisco CCIE

**Answer:** C

**QUESTION: 4**

Which Cisco Small Business wireless product includes a 5-port switch?

- A. WAP200E
- B. WAP200
- C. WET200
- D. WAP2000
- E. WAP4410N

**Answer:** C

**QUESTION: 5**

Which Cisco Small Business wireless product can be used to connect the network of a office building to a warehouse across the parking lot?

- A. WAP2000
- B. WET200
- C. WAP200
- D. WAP200E

**Answer:** D

**QUESTION: 6**

Which two types of information might be found at the Small Business Partner Central website? (Choose two.)

- A. specialization and certification details
- B. product information on theData Center products-
- C. online product ordering
- D. technology partner products and services
- E. sales program information

**Answer:** A, E

**QUESTION: 7**

What is the SMB Partner Practice Builder?

- A. support for partners building a new business.
- B. program to develop Unified Communications practice
- C. technical support that requires an annual subscription
- D. management consultancy service offered to develop partner business process.

**Answer:** B

**QUESTION:** 8

In what two ways does the Cisco SR 520 Secure Router complement the Cisco Small Business Communications System? (Choose two.)

- A. remote configuration of access points
- B. stateful packet inspection firewall
- C. Cisco Intrusion Prevention System
- D. guest access
- E. 10-Gigabit Ethernet connectivity

**Answer:** B, C

**QUESTION:** 9

Which companion switch is recommended to be installed with the Cisco Unified Communications 500 Series?

- A. C2950
- B. SRW224G4
- C. ESW 500
- D. C3750

**Answer:** C

**QUESTION:** 10

What is the primary benefit of Single Number Reach?

- A. Employees can have their calls forwarded to the receptionist.
- B. Employees can receive calls at their desk and cell phone simultaneously.
- C. Customers can call one number to reach all employees.
- D. Customers can call any office number and the receptionist receives the call.

**Answer:** B

**QUESTION:** 11

Which three are components of the Cisco SMARTnet service? (Choose three.)

- A. cases opened via e-mail or telephone at any time.
- B. NBD callback from specialized engineers during regular business hours
- C. advanced replacement on the next business day
- D. Support for every Cisco product
- E. support for low-end products only
- F. immediate support from the Cisco TAC engineers

**Answer:** A, C, F

**QUESTION:** 12

How many users are supported on the Cisco Unified Communications models 540 and 560 platforms?

- A. 32 Users on the UC540 and 104 users on the UC560
- B. 16 Users on the UC540 and 104 users on the UC560
- C. 16 Users on the UC540 and 64 users on the UC560
- D. 32 Users on the UC540 and 64 users on the UC560

**Answer:** A

**QUESTION:** 13

What is the difference between Cisco Catalyst 2960 LAN Base Series and Cisco Catalyst Lite series?

- A. Only the Cisco Catalyst 2960 LAN Base Series can be managed by Cisco Network Assistant
- B. Only the Cisco Catalyst 2960 LANLite Series supports Gigabit Ethernet uplinks
- C. Only the Cisco Catalyst 2960 LANLite Series supports Power over Ethernet
- D. Only the Cisco Catalyst 2960 LAN Base Series offers enhanced Layer2+ intelligent LAN services.

**Answer:** D

**QUESTION:** 14

What is the primary benefit of Single Number Reach?



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