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650-256

Cisco

Small Business for Account Managers

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QUESTION: 1

With the appropriate WAN access connectivity services, which Cisco ISR G2 router series can support 100 concurrent rich media collaboration sessions?

- A. Cisco 2911
- B. Cisco 2921
- C. Cisco 2951
- D. Cisco 3925

Answer: B

QUESTION: 2

True stacking means that you can configure, troubleshoot, and manage a group of switches as a single entity. Which Cisco switches are stackable up to 8 units or 192 ports?

- A. Cisco 300 Series
- B. Cisco Catalysts 2960-S
- C. Series Cisco SFE/SGE Switches
- D. Cisco Catalyst 3560 Series

Answer: D

QUESTION: 3

Which Cisco Integrated Services Routers are fixed-configuration platforms?

- A. Cisco 800 ISR Series
- B. Cisco 1900 ISR Series
- C. Cisco 2900 ISR Series
- D. Cisco 3900 ISR Series

Answer: A

QUESTION: 4

Which two key purchase decision factors are most important to a target customer considering the Cisco Unified Communications 300 Series? (Choose two.)

- A. bandwidth
- B. cost

- C. customization
- D. scalability
- E. service

Answer: B, D

QUESTION: 5

What are the three main pillars of the Cisco One Product Portfolio for small business customers?

- A. collaborate, simplify, virtualize
- B. communicate, share, unify
- C. connect, secure, communicate
- D. converge, connect secure

Answer: D

QUESTION: 6

Which three questions might an Account Manager use to start a conversation about network security risks to a small business customer? (Choose three.)

- A. Have you ever had a problem with employee theft of product?
- B. Have you had a security problem or been compromised in the past?
- C. Have physical security measures been put in place on your premises?
- D. How are you currently protecting against viruses malware and web threats?
- E. How concerned are you about e-commerce fraud and web security certificates?
- F. How do you ensure that all PCs and servers are continuously protected?

Answer: B, D, F

QUESTION: 7

If a business has a subscription to the WebEx Meeting Center small business offering what is the maximum number of participants a host can invite to a WebEx meeting?

- A. 5
- B. 15
- C. 25
- D. 50



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