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650-752

Cisco

Advanced IP NGN Architecture Sales

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QUESTION: 1

Which two documents comprise a customer transfer of information? (Choose two.)

- A. technical high-level overview
- B. technical low-level overview
- C. optimization tests
- D. implementation and testing plan

Answer: A, D

QUESTION: 2

What are the three primary developments that influence modern networks? (Choose three.)

- A. social networks
- B. location-based services
- C. working from the office
- D. instant messaging
- E. wireline connectivity
- F. use of narrowband access networks

Answer: C, D, E

QUESTION: 3

Which three services will be available in the Connected Life at Move service after the deployment of LTE access technology? (Choose three.)

- A. location-based service
- B. audio/video streaming
- C. VPN
- D. QoS
- E. gaming
- F. remote control of home appliances

Answer: B, E, F

QUESTION: 4

DRAG DROP

Match the terms on the left to the explanations on the right.

<input type="checkbox"/>	CapEx	1.	Expenditures creating future benefits.
<input type="checkbox"/>	OpEx	2.	All hardware and software, and their installation, integration, migration, warranties, licenses, purchasing research, and risks
<input type="checkbox"/>	TCO	3.	Ongoing cost for running a product, business or system.
<input type="checkbox"/>	ROI	4.	Ratio of money gained or lost on an investment relative to the amount of money invested.

Answer:

<input checked="" type="checkbox"/>	CapEx	1.	Expenditures creating future benefits.
<input checked="" type="checkbox"/>	OpEx	2.	All hardware and software, and their installation, integration, migration, warranties, licenses, purchasing research, and risks
<input checked="" type="checkbox"/>	TCO	3.	Ongoing cost for running a product, business or system.
<input checked="" type="checkbox"/>	ROI	4.	Ratio of money gained or lost on an investment relative to the amount of money invested.

Explanation:

ROI 4
TCO 2
CapEx 1
OpEx 3

QUESTION: 5

What is the main portal where Cisco Partners can access the tools and resources they need for their sales and support efforts?

- A. Cisco Partner Talent Network
- B. Cisco Partner Education Connection
- C. Cisco Partner Central
- D. Cisco Interoperability Portal

Answer: A

QUESTION: 6

The Cisco IP NGN architecture comprises which three layers? (Choose three.)

- A. application layer
- B. service layer
- C. transport layer
- D. session layer
- E. IP infrastructure layer
- F. data link layer

Answer: A, B, E

QUESTION: 7

Service providers are offering which three services to their customers who have Connected Life at Home service? (Choose three.)

- A. HD video
- B. Cisco TelePresence
- C. VPN
- D. program guides
- E. media sharing

Answer: A, B, E

QUESTION: 8

What is a key value of the Cisco IP NGN architecture?

- A. instability
- B. robustness
- C. safety
- D. scalability

Answer: D

QUESTION: 9

What are the three predefined migration services? (Choose three.)

- A. any to Cisco 9000 ASR
- B. any to Cisco 5000 ASR
- C. Juniper to Cisco CRS-3
- D. Cisco CRS-3 to Juniper
- E. Cisco ASR 1001 upgrade
- F. Cisco 7600 downgrade

Answer: A, B, C

QUESTION: 10

What are the three major areas of business where Cisco is facing competition from its market rivals? (Choose three.)

- A. Cloud services
- B. Network infrastructure
- C. Client services



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