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問題集

Exam : **646-976**

Title : Data Center Networking Sales Specialist

Version : DEMO

1.A software engineering firm wants to streamline call center operations to reduce customer wait times and improve employee productivity. Which Cisco solution best matches this business need?

A.optical network

B.IP telephony

C.WLAN

D.DSL

Correct:B

2.Which type of deployment utilizes ISRs with Cisco IOS Security feature sets to provide an ideal, low-cost, yet capable and powerful platform?

A.Small deployments

B.Large deployments

C.Medium deployments

D.Commercial deployments

E.Financial deployments

Correct:A

3.What does a router do?

A.stores data on the network and connects the local-area network (LAN) to the wide-area network (WAN)

B.routes traffic down alternative paths and connects the local-area network (LAN) to the wide-area network (WAN)

C.broadcasts data to all devices that are connected to it across the local-area network (LAN) and wide-area network (WAN)

D.reads Media Access Control (MAC) addresses to forward messages to the correct location and connects the local-area network (LAN) to the wide-area network (WAN)

Correct:B

4.What is the key element in SMB solutions?

A.They provide the lowest possible cost.

B.They reduce the cost and complexity associated with multiple services in a single device.

C.They reduce complexity by eliminating features.

D.Consumer-level products are suitable for SMB needs.

Correct:B

5.Which tool provides a complete guide that makes it easier for partners, regardless of their experience level, to sell Cisco Unified Communications solutions to their customers?

A.Solution Expert

B.Quote Builder

C.Sales Accelerator

D.Competitive Edge

E.Cisco Discovery

Correct:C

6.What is a benefit of Internet protocol (IP) telephony?

A.synchronizes password exchanges for call setup

B.eliminates the need for physical cabling in a TCP/IP network

C.enables two-way voice transmission over a packet-switched TCP/IP network

D.creates an encrypted tunnel for voice through a Transmission Control Protocol (TCP)/IP network

Correct:C

7.What distinguishes IP telephony from standard analog telephony?

A.IP telephony uses IP addressing to provide a single dedicated path through a circuit-switched network.

B.IP telephony uses IP addressing to enable two-way voice transmission over a packet-switched TCP/IP network.

C.IP telephony uses TCP/IP to ensure that voice packets are given priority throughout the network so that conversations arrive intact.

D.IP telephony uses IP addressing to establish a single dedicated path through a packet-switched network.

Correct:B

8.You are a Cisco engineer of Pass4sure.com. As far as you know, which two of the following you will benefit from unified fabric? (Choose two.)

A.reduced I/O bandwidth

B.reduced throughput

C.reduction of server adapters required for I/O

D.reduced cabling

Correct:C D

9.You work as the network administrator at Pass4sure.com. Which of the following is correct if using the Cisco VFrame DC as a data center provisioning device?

A.Cisco VFrame DC can work only with the Nexus 7000 Series Switches.

B.Cisco VFrame DC can provision only network resources.

C.Cisco VFrame DC can work with VMware.

D.Cisco VFrame DC can work with the Catalyst 6500 Series Switches and the Nexus 7000 Series Switches but not with MDS.

Correct:C

10.You work as a Cisco engineer at Pass4sure.com. With your judgement, in the highly competitive networking switch market, which of the following can Cisco make that the competition cannot?

A.10 Gigabit Ethernet is available on all switches and line cards, and blade switches for both data networks and storage networks..

B.Cisco has blade server switches for both data networking and storage networking requirements.

C.Cisco has a commitment to using Ethernet as the backbone connection system for the data center.

D.Cisco supports modular switches and top-of-rack switches for both Gigabit Ethernet and 10 Gigabit Ethernet, and blade switches for both data networks and storage networks.

Correct:D