1. Which business portfolio is appropriate for the customer who has sophisticated requirements and is looking for scalability?
   A. Built for Small Business
   B. Fit Small Business
   C. Right for Small Business
   D. Simple Small Business
   Answer: B

2. Which Built for Small Business Cisco security product offers a simplified out-of-the-box solution for the small business customer?
   A. Cisco SA500 Series
   B. Cisco 800 Series ISR G2
   C. Cisco 2900 Series ISR G2
   D. Cisco ASA 5500 Series
   Answer: A

3. Which series in the Cisco Unified IP Phone Portfolio includes a conference phone and wireless IP phone?
   A. 3900Series
   B. 6900Series
   C. 7900 Series
   D. 8900Series
   Answer: C

4. Which two advantages does Cisco Business Edition 3000 have over competitors? (Choose two)
   A. Flexible secure wireless guest and employee access
   B. lower total cost of ownership
   C. positioned as a jack-of-all-trades platform
   D. simplicity of initial configuration and deployment
   E. use of multiple appliances that support up to 300 users
   Answer: BD

5. What are two advantages that the Cisco SA520 all-in-one UTM
   A. Access control lists
   B. higher bandwidth
   C. Virtual private networks
   D. URL filtering
   E. Cisco Intrusion Prevention System
   Answer: DE

6. What are the three main pillars of the Cisco One Product Portfolio for small business customer?
   A. Collaborate, simplify, virtualized
   B. Communicate, share, unify
   C. Connect, secure, communicate
   D. Converge, connect, secure
7. Which three elements are included with Cisco Small Business Support Service? (Choose three.)
   A. Software upgrades and updates
   B. Cisco SMART net
   C. Next business day advanced hardware replacement
   D. Access to the Cisco Small Business Support Center
   E. Access to the Cisco Small Business University
   F. Five-year subscription terms

Answer: ACD

8. 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: BE

9. Which two protocols provide investment protection to Cisco SPA phone owners who are migrating from a hosted offering with a major third-party call control system to an on-premises Cisco unified communications 5000 series? (Choose two)
   A. SIP
   B. SMTP
   C. SNMP
   D. SPCP
   E. SSL

Answer: AD

10. Which two options are competitive advantages of Cisco RV Series Routers? (Choose two.)
   A. Provide a port to connect a fax machine
   B. Easy-to-use, simplified configuration GUI
   C. Enhanced features: VLANs, ACL, QoS, IPv6, and cloud services (some models)
   D. Embedded wireless included with all routers
   E. Protect Link Web included with all routers

Answer: BC

11. Which Cisco switches feature all models with a fanless design so that they can run silently and unobtrusively at a customer site?
   A. Cisco 100 Series
   B. Cisco SFE/SGE
   C. Cisco ESW 500 Series
   D. Cisco Catalyst 3560 Series

Answer: A
12. 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 Series  
C. Cisco SFE/SGE Switches  
D. Cisco Catalyst 3560 Series  
Answer: C

13. Which two options are key competitive selling messages for Cisco 200 Series Switches? (Choose two.)
A. Competitively priced  
B. Managed as a single stackable unit  
C. Part of a comprehensive network portfolio  
D. Solution-based integration into cloud services  
E. Provides UTM security  
Answer: AC

14. Which is the management tool that enables you to configure and manage the ISR G2 for multiple services?
A. Cisco ISR G2 Configuration  
B. Cisco Configuration Wizard  
C. Cisco Configuration Portal  
D. Cisco Configuration Professional  
E. Cisco Auto Smart Ports  
Answer: D

15. Which product would you recommend to an existing SA500 customer who is concerned about email threats and protection?
A. Cisco Protectlink Web  
B. Cisco Protectlink Gateway  
C. Cisco Protectlink Endpoint Portal  
D. IPS for Cisco Small Business SA500 Series  
Answer: B
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