Cisco

Exam Questions 650-180

SMBEN SMB Solutions for Engineers

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1. Which two are benefits of installing Cisco Monitor Director at an SMB site for the partner telling the solution? (Choose two)
   A. simplifies Smart Business Communications System installation
   B. allows the end customer to get free software updates
   C. automated monthly reporting on system performance
   D. monthly recurring revenue model
   Answer: C, D

2. Which two are requirements for a device to join a Cisco UC520 created community? (Choose two)
   A. no use at IP addresses
   B. teleworker access routers must be preconfigured with a VPN
   C. telnet disabled on the Cisco CE520
   D. HTTP(s) enabled on the Cisco CE520
   E. Cisco Configuration Assistance installed on user PCs
   Answer: B

3. How is the LAN designed in the Smart Business Communications System? Select exactly 1 answer(s) from the following
   A. using the access layer
   B. combines the access and distribution layers
   C. combines the core and distribution layers
   D. using the core layer
   E. using the distribution layer
   Answer: A

4. What port role assignment would you make for the Gigabit Ethernet port on the Cisco CE520 used in the Smart Business Communications System? Select exactly 1 answer(s) from the following:
   A. IP Phone and desktop
   B. Cisco UC520
   C. Cisco CE520
   D. Cisco 871w
   Answer: B

5. Select the three foundational hardware components that comprise the Smart Business Communication System (Choose three)
   Select exactly 3 answer(s) from the following:
   A. Cisco Unified Call Connector
   B. Cisco Unified Communication 500 series
   C. Cisco Monitor Directory
   D. Cisco 500 series phones
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E. Catalyst Express
F. Ipcelerate IpamartSuite
Answer:B,D,E

6. According to the Cisco Smart Business Rockmap(SBR), what are two resources to use a consultative selling approach in selling Cisco products and solutions to SMB customers?
(Choose two)
A. Selling strategies must address business and technology needs rather than explain product features, benefits, and technical attributes.
B. The business decision maker (BDM) may deny the technical decision maker(TMD) request for budget, basing a decision primarily on price and may not readily see the value of the Cisco brand.
C. Regulatory compliance (for example, HIPAA and the Graham-Leach-Bliley Act) is driving the need for customers to effectively document and secure data.
D. You can provide a more effective, immediate, and long-term solution for your clients.
Answer: A, B

7. Refer to the exhibit. The ISR performs NAT translation for this network. What is the most likely IP address for the Serial O interface?
Exhibit:
10.11.31.100
A. 50.100.1.100
B. 10.11.41.100
C. 256.11.41.100
Answer: B

8. Which Cisco support service product targets customers with up to 48 users on a network where voice communication is mission-critical to business operation?
A. Cisco Technical Assistance Center
B. SMARTnet Partner Service
C. Cisco Smart Care Service
D. Cisco Smart Foundation Service
E. CiscoSMARTnet for SBCS
Answer: E

9. In the Cisco Mobility Express product line. What attribute exists ONLY on the UC520 model? Select exactly 1 answer(s) from the following
A. Use of WPA2 security
B. Comes with bundled CCA Management software
C. Ability to foundation without an external controller
D. Use of 802.11 signaling
Answer: A
10. What is a primary partner benefit of selling services?

A. Increased margins
B. Easier customer sales cycle
C. Available financing options
D. Fewer customer call backs

Answer: A
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