Cisco

Exam Questions 650-256
Small Business for Account Managers

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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: D

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: C

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

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, E

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: C

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

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
Answer: C

8. Where can a partner who subscribes to the Cisco OnPlus Service find enablement roadmaps and tips for monetizing the Cisco OnPlus Service?
A. Cisco OnPlus Community
B. Cisco OnPlus Service Portal
C. Cisco OnPlus Service ROI Tool
D. Cisco OnPlus Service Practice Development
Answer: D

9. Which term best describes the Cisco OnPlus offering?
A. architecture-based
B. cloud-based
C. resource-based
D. server-based
Answer: B

10. Where is the Cisco OnPlus Network Agent appliance installed?
A. Cisco-hosted data center
B. customer premises
C. partner location
D. third-party data center
Answer: B
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