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Cisco

Exam Questions 650-752

Advanced IP NGN Architecture Sales

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1. Which tool, that is available on Cisco.com, does Cisco use to succeed against the competition?

A. data sheets  
B. battlecards  
C. presentations  
D. demonstrations  

Answer: D

2. What are the two primary access technologies that are used for residential customers? (Choose two.)

A. Metro Ethernet  
B. 3G and 4G mobile access  
C. cable  
D. xDSL  
E. WiMax  

Answer: CD

3. For a service provider in the early financial lifecycle, what is the main financial consideration?

A. loss assumption  
B. loan availability  
C. service provider budget assumption  
D. margin assumption  

Answer: C

4. DRAG DROP

Match each term on the left to its explanation on the right.
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Answer:

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5. Identify the two advantages that the Cisco IP NGN framework provides. (Choose two.)
   A. various services over a common infrastructure
   B. narrowband access with a limited number of services
   C. mobile access to services
   D. no QoS mechanism required for end customer traffic
   Answer: AC

6. What is the primary focus of an IT manager?
   A. technical supervision of the ICT infrastructure
   B. reduction of IT expenditures
   C. IT budgeting for a service provider
   D. value creation made possible by technology
   Answer: A

7. What are three benefits that service providers gain with Cisco Prime for Service Providers network management software? (Choose three.)
   A. lower CapEx
   B. higher CapEx
   C. reduced OpEx
   D. improved operational efficiencies
   E. increased OpEx
   F. improved system resource utilization
   Answer: ACD

8. Which three services are offered in the business segment of Cisco IP NGN? (Choose three.)
   A. Layer 3 VPN and Layer 2 VPN
   B. cloud services
   C. Cisco VideoScape
   D. point-to-point communication
   E. triple play
   F. quad play
   Answer: ABD
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