Cisco

Exam Questions 700-505

SMB Specialization for Account Managers
1. Your customer has a small business. Their infrastructure includes a single Cisco ISR, and two Cisco Catalyst 2960 switches running multiple VLANs.

Which Cisco branded service should be offered to this customer?

A. partner support service
B. SmartCare
C. QSMRTnet
D. small business support service
E. smart business service

Answer: D


2. Which two characteristics describe a successful mobility installation? (Choose two.)

A. access to information by any user, from any location, from any device
B. grow-as-you-go deployment
C. Cisco Telepresence EX90
D. SMARTnet on every device

Answer: A,B

3. Which three statements about the Cisco ISR G2 security solutions are true? (Choose three.)

A. Cisco ISR G2 security should only be deployed after a customer has rejected deploying Cisco ASA security.
B. Web Security Connected is delivered as a service module.
C. Software upgrades and reboots are needed to install security licenses.
D. Web Security Connected integrates with the Cisco ASA firewalls and the Cisco AnyConnect secure mobility client.
E. Cisco IPS network module can be added to the Cisco 2900 and 3900 Series routers.
F. Software licenses for security services include; IPsec/SSL VPN, Firewall, IPS.

Answer: C,D,F

Explanation:

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4. How many virtual machines can VSPEX preconfigured solutions can scale to?
A. 100  B. 125  
C. 250  D. 50
Answer: B

5. Which two benefits are delivered by Cisco Telepresence? (Choose two.)
A. Collaboration Experience is integrated.
B. Large files can be delivered between locations.
C. User interface are unified
D. Any endpoint can be used.
Answer: A,C

6. Which Cisco Catalyst model should you recommend to a customer that is considered a bargain buyer?
A. 2960  B. 3750  
C. 300  D. 1900
Answer: A

7. Which two benefits will customers achieve if they upgrade to a properly configured Cisco Borderless Network? (Choose two.)
A. New application and service deployment is completely automated.
B. Network availability increases and downtime decreases
C. Security becomes less difficult to achieve
D. All potential failures will be eliminated.
Answer: B,C

8. Which option is a competitive advantage of Cisco security solutions?
A. Cisco Security Intelligence
B. Operations
C. Stateful firewall capability

D. Lowest priced offering

E. SpeedNet services

Answer: A
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