



# 646-206<sup>Q&As</sup>

Cisco Sales Expert

## Pass Cisco 646-206 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.geekcert.com/646-206.html>

100% Passing Guarantee  
100% Money Back Assurance

Following Questions and Answers are all new published by Cisco  
Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers





### QUESTION 1

What are two customer benefits of Cisco Hosted Collaboration Solution? (Choose two.)

- A. includes a subscription to a cost-efficient Infrastructure as a Service resource
- B. saves WAN bandwidth for remote offices
- C. offers choice in collaboration application deployment
- D. enables faster time to deployment

Correct Answer: CD

The Cisco Hosted Collaboration Solution (HCS) is available in a choice of deployment options, including: public cloud, private cloud, hybrid

With Cisco Hosted Collaboration Solution, partners can: lead the cloud market transition and deliver the most up-to-date services, everywhere; differentiate themselves by building upon the Cisco HCS foundation with their own products and services; offer high-quality, faster deployment times and services to more customers

Topic 6: Small Business Architecture

---

### QUESTION 2

How do Smart Business Architecture selling tools help partners increase sales?

- A. focus on the Prepare phase of the Cisco Lifecycle Services model, which maximizes revenue
- B. free partners from design tasks, which increases profitability
- C. highlight additional point products that the customer may want
- D. enable partners to increase professional services revenue by providing a complete, integrated solution for midsize firms and SMBs

Correct Answer: D

Cisco Smart Business Architecture selling tools enable partners to increase professional services revenue by providing a complete, integrated solution for midsize firms and SMBs. For more information on these tools, refer to the link below. Reference: [http://www.cisco.com/web/ANZ/partners/partner\\_enable/tools.html#~2](http://www.cisco.com/web/ANZ/partners/partner_enable/tools.html#~2)

---

### QUESTION 3

What is the Cisco goal regarding market share for each of the major markets that its products compete in?

- A. to compete effectively in every market in which Cisco participates
- B. to be No.1 or No. 2 in every market in which Cisco participates
- C. to be in the top 1 percent in every market in which Cisco participates



D. to be first in every market in which Cisco participates

Correct Answer: B

Cisco's stated goal is to be the number 1 or 2 provider in each and every market that it participates in.

---

#### QUESTION 4

Which three options signal a customer need for a new core network infrastructure (including routing)? (Choose three.)

- A. decreased bandwidth needs
- B. increase in staff levels
- C. establishing a branch office
- D. operating a single-site office
- E. accommodating new services
- F. adequate bandwidth

Correct Answer: BCE

With increased bandwidth needs, new infrastructure core requirements are usually needed. The increases in bandwidth come from additional staff, new branch offices being added, or to support new applications and services.

---

#### QUESTION 5

You discover that a financial institution is planning to acquire two banks and wants to scale its infrastructure independent of the size of the acquired entities and deliver next-generation functionality almost immediately. Which three options are the most appropriate questions to ask a business decision maker? (Choose three.)

- A. What are your plans for expanding services and offerings to your customers and your staff?
- B. What issues are you experiencing related to technical readiness, implementation, monitoring, and optimization?
- C. How are growing costs affecting the flexibility of your company and its profit margin?
- D. How quickly can your IT staff roll out new applications?
- E. What do you see as the greatest risks to your business?
- F. What technical issues concern you the most?

Correct Answer: ACE

Choices A, C, and E are the best as they are open ended, and geared towards a discussion in how the Cisco products and services can help the financial institution grow their business.



To Read the [Whole Q&As](#), please purchase the [Complete Version](#) from [Our website](#).

## Try our product !

- 100% Guaranteed Success
- 100% Money Back Guarantee
- 365 Days Free Update
- Instant Download After Purchase
- 24x7 Customer Support
- Average 99.9% Success Rate
- More than 800,000 Satisfied Customers Worldwide
- Multi-Platform capabilities - [Windows](#), [Mac](#), [Android](#), [iPhone](#), [iPod](#), [iPad](#), [Kindle](#)

We provide exam PDF and VCE of Cisco, Microsoft, IBM, CompTIA, Oracle and other IT Certifications. You can view Vendor list of All Certification Exams offered:

<https://www.geekcert.com/allproducts>

## Need Help

Please provide as much detail as possible so we can best assist you.  
To update a previously submitted ticket:



 <b>One Year Free Update</b> <p>Free update is available within One Year after your purchase. After One Year, you will get 50% discounts for updating. And we are proud to boast a 24/7 efficient Customer Support system via Email.</p>	 <b>Money Back Guarantee</b> <p>To ensure that you are spending on quality products, we provide 100% money back guarantee for 30 days from the date of purchase.</p>	 <b>Security &amp; Privacy</b> <p>We respect customer privacy. We use McAfee's security service to provide you with utmost security for your personal information &amp; peace of mind.</p>
---	---	--

Any charges made through this site will appear as Global Simulators Limited.  
All trademarks are the property of their respective owners.  
Copyright © geekcert, All Rights Reserved.