



646-206^{Q&As}

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QUESTION 1

Which two features characterize controller-based deployments in a WLAN? (Choose two.)

- A. coverage of large areas
- B. individual device configuration
- C. roaming that is facilitated by wireless-location services
- D. coverage of a single area
- E. seamless roaming throughout the network

Correct Answer: AE

A controller-based, centralized architecture enables zero-touch configurations for lightweight access points. Similarly, it enables easy design of channel and power settings and real-time management, including identifying any RF holes to optimize the RF environment. The architecture offers seamless mobility across the various access points within the mobility group with large area coverage.

QUESTION 2

What are two goals of the Cisco collaboration architecture? (Choose two.)

- A. provide a consistent, integrated experience to users regardless of device or client
- B. provide Cisco Unified Communications for end users
- C. eliminate the need for security and firewalls
- D. provide IT with a storage-intensive platform and extended memory support
- E. deliver the fastest and highest-quality voice, video, and data experiences

Correct Answer: AE

The Cisco collaboration architecture works with new and existing technologies, and helps you simplify business processes. By aligning this architecture with your strategic goals, you can: ?ncrease productivity and lower your TCO ?ccelerate time to market and increase your revenue growth ?mprove customer satisfaction and generate new ideas ?eliver the fastest and highest-quality voice, video, and data experiences

QUESTION 3

Cisco collaboration applications and services can be hosted various ways. Which three options are valid hosting models? (Choose three.)

- A. SaaS
- B. virtual



- C. device-specific
- D. hybrid
- E. integrated
- F. on-premise

Correct Answer: ADF

Cisco enables IT to provide services and connect people to collaborate, while providing a consistent and desired user experience regardless of delivery method (cloud, on-premises, or hybrid).

QUESTION 4

Which Cisco solution enables face-to-face communications and can, therefore, save expenses on business travel?

- A. Cisco Unified IP Phone 7900 Series
- B. Cisco WAP200 Wireless-G Access Point
- C. Cisco Unified IP Phone 8900 Series
- D. Cisco Aironet Access Point
- E. Cisco SPA Series IP Phone

Correct Answer: C

Use interactive multimedia communications and advanced features, including high-performance video, with the Cisco Unified IP Phone 8900 Series. This series is an ideal solution for knowledge workers, managers, and administrative staff.

Interactive features of the Cisco Unified IP Phone 8900 Series include: video communications of up to 30 frames per second (with built-in cameras on select models) high-resolution 5-inch color displays for easy viewing high-definition voice for greater clarity tricolor illuminated LED line and feature keys for "at-a-glance" status for both primary and shared lines

QUESTION 5

What are three recommended ways to successfully position Cisco business video architecture solutions with customers? (Choose three.)

- A. Establish the relevance of video apart from unified communications.
- B. Identify primary, distinct video stakeholders in customer accounts.
- C. Sell video as point product solutions to potential customers.
- D. Establish video as an alternative means of work and as the workspace of the future.
- E. Articulate to customers the technology superiority of Cisco business video solutions.



F. Position the unique customer value proposition or ROI of business video.

Correct Answer: BDF

Online CSE training states that to position video solutions with customers, you should:

- Identify primary, distinct video stakeholders in customer accounts
- Establish video as an alternative means of work and as the workspace of the future.
- Position the unique customer value proposition or ROI of business video

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