646-206^{Q&As}

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QUESTION 1

Which Cisco product family is the recommended platform for 10 Gigabit Ethernet in the data center?

A. Cisco ACE

B. Cisco Nexus

C. Cisco MDS 9000

D. Cisco Catalyst

E. Cisco WAAS

Correct Answer: B

The Cisco Nexus switch is purpose built for data centers, offering a large number of 10 Gbps ports.

QUESTION 2

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 3

Which two opposing challenges are helping to drive the partner need to sell whole offers? (Choose two.)

A. how to increase deal revenue while offering deeper discounts

B. how to close deals when customers are under financial constraints and while enhancing overall profitability

C. how to reduce services in deals while providing real-time customer network data

D. how to limit Cisco financing while accelerating deals

E. how to increase business relevance while enhancing all types of deals

Correct Answer: BE

Two of the biggest challenges for Cisco sales partners is 1. Closing the deal when the customer are under financial constraints and 2. Increasing business relevance while enhancing all types of deals.

QUESTION 4

What is the goal of the Cisco Borderless Network Architecture?

A. to provide users with a single device that permits access to information anywhere

B. to provide users with the same productivity and access to information no matter where they are or which device they use

C. to eliminate the need for border security and firewalls

D. to provide companies with a way to extend their security and control over employees on the Internet

Correct Answer: B

The Borderless Networks architecture enables organizations around the world to connect anyone, anywhere, using any device -- securely, reliably and seamlessly, so they can be just as productive from anywhere they may be as they would be by physically being in the office.

QUESTION 5

Which two options are ways that Cisco Capital helps partners? (Choose two.)

A. counts as double toward quarterly sales goals

B. accelerates and grows deals

C. requires customers to lease or buy new equipment when leases expire

D. increases capital budgets of customers

E. increases margins and cash flow

Correct Answer: BE

Grow your Business and increase margins. Cisco Capitals unique value proposition is how we support our partners. Understand the specific programs developed to support the growth of your business.

Reference:

http://www.cisco.com/web/ordering/ciscocapital/channel_partners/grow_it/indexc.html

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