



650-177^{Q&As}

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QUESTION 1

What resource would you recommend to a new Cisco partner for a variety of tools?

- A. Channel Incentive program
- B. Unified Communications for SMB
- C. Partner Central
- D. Steps to Success
- E. Instructions: Number of answers: 1

Correct Answer: C

Partner Central is resource recommended for new Cisco SMB partner.

SMB Partner Central
www.cisco.com/go/smbpartner

Click the link to open a new window and go there now.

CISCO

Solutions Products & Services Training Support Partner Central

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PARTNER CENTRAL
SALES
Cisco's Green Step
Enterprise
Network Solutions
Partner Equipment
Services for Partners
Small & Medium Business
Additional Products and Services Information
Solutions For Your Customer
SMB Specialization and Select Certification
SMB University
Programs & Incentives
News & Resources
Announcements
Partnerships

Small & Medium Business

What will your employees do when they don't show up?
A "Week of Miss" business campaign is a marketing campaign that focuses on the "Week of Miss" (WOM) and other important dates, holidays, events, and other important dates, and it's all about how that person is going to be.

Additional Products and Services Information

Solutions For Your Customer

SMB Specialization and Select Certification

SMB University

Programs & Incentives

News & Resources

Announcements

Partnerships

What do you want to do today?

Meet Your Customer Challenges
Additional product and services information just for partners

Solutions For Your Customers Products & Services Other Cisco Tools

QR Code

QUESTION 2

If you have Cisco integrated services router and need to upgrade the Cisco IOS image, which kind of Cisco Support services do you need?

- A. CiscoSMARTNet onsite
- B. Cisco TAC
- C. Advanced Hardware Replacement
- D. Software Support

Correct Answer: D



QUESTION 3

What are two benefits for the Cisco Partner, derived from the Cisco SBR Methodology? (Choose two.)

- A. There is less risk through the implementation of proven solutions
- B. Proactive planning enhances customer satisfaction
- C. There are faster implementation of new business applications
- D. Solution differentiation from the competition allows for premium margins

Correct Answer: BD

QUESTION 4

What are two ways in which the use of a Cisco ASA 5505 protects a small business website? (Choose two.)

- A. Helps block multimedia
- B. Prevents unauthorized access
- C. prevents the use of instant messenger
- D. prevents suppliers from accessing network
- E. helps comply with privacy regulations

Correct Answer: BE

QUESTION 5

Which two types of information might be found at the Small Business Partner Central website? (Choose two.)

- A. specialization and certification details
- B. product information on these Center products-
- C. online product ordering
- D. technology partner products and services
- E. sales program information

Correct Answer: AE

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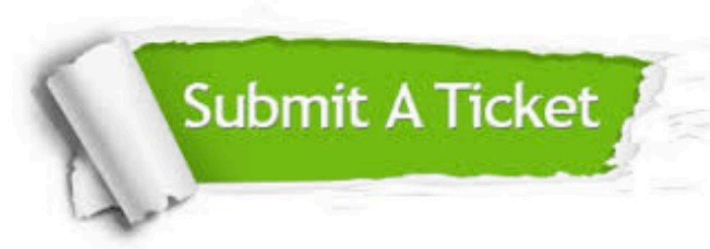
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