



# 650-177<sup>Q&As</sup>

SMB Solutions for Account Managers

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### QUESTION 1

What is a useful tool to get solution requirements and pricing in the sales process?

- A. Smart Assist
- B. Quote Builder
- C. Partner Central
- D. Visio

Correct Answer: B

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### QUESTION 2

What solution would you recommend to a small business customer that requires high-bandwidth connectivity and strong security?

- A. CE520
- B. 520-T1 SR
- C. ASA5505
- D. UC520

Correct Answer: B

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### QUESTION 3

What are three components of Cisco Technical Support Services? (Choose three.)

- A. Application Software Updates
- B. Cisco Advisory Services
- C. Advanced Hardware Replacement
- D. Software Support
- E. Cisco.com
- F. Warranty for hardware

Correct Answer: CDE

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#### QUESTION 4

Which three are the phases of the Cisco Smart Business Roadmap? (Choose three.)

- A. foundation
- B. optimized
- C. implemented
- D. growth
- E. finished
- F. beginning

Correct Answer: ABD

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#### QUESTION 5

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

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