



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

SMB Solutions for Account Managers

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### QUESTION 1

Which Cisco Small Business Switch would you recommend to a small business customer who wants to segment the network into workgroups and have a limited number of voice devices on the network?

- A. Cisco SLM
- B. Cisco SD
- C. Cisco SFE series
- D. Cisco SGE Series

Correct Answer: D

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### QUESTION 2

Which three beneficial features are found on the Cisco.com website? (Choose three.)

- A. online product and technology information
- B. knowledge transfer resources
- C. online hardware replacement
- D. tools to minimize the risk of network downtime
- E. network management and diagnostic tools
- F. online solution troubleshooting

Correct Answer: ABF

Features on Cisco.com website are below:



# Partner Central Resources for the SMB Segment www.cisco.com/go/smbpartner



# SBSCS Support Wiki supportwiki.cisco.com/sbcs/





# Partner Central Resources for the SMB Segment www.cisco.com/go/smbpartner



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### QUESTION 3

Which three pre-sales Smart Design documents are available to help you implement and install a solution? (Choose



three.) Select exactly 3 answer(s) from the following:

- A. Solution Profile - Yes
- B. Cisco Configuration Assistant
- C. Design Guide - No
- D. Implementation Guide - No
- E. Application Notes - No
- F. Small Business Product Guide - Yes

Correct Answer: ABF

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#### QUESTION 4

What is the name of the Cisco industry-leading small business unified communications solution?

- A. Cisco telephony system for small Business
- B. Cisco IP Communications System
- C. Cisco Integrated Communications Services System
- D. Cisco Smart Business Communications System
- E. Cisco IP Phone System

Correct Answer: D

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#### QUESTION 5

Select the three features common to the majority of switches in the Cisco Small Business portfolio. (Choose three.)

- A. Quality of Service
- B. stacking options
- C. firewall support
- D. Power over Ethernet
- E. VLAN support
- F. Layer 3 functions

Correct Answer: ABC

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