

# 700-505<sup>Q&As</sup>

SMB Specialization for Account Managers

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#### **QUESTION 1**

Which three options are considered common features of Cisco WebEx solutions? (Choose three.)

- A. Document, application, and desktop sharing
- B. Available in 226 languages
- C. Scheduled and ad-hoc meetings
- D. Consistent, cross-platform experience
- E. Third-party voice included
- F. Per-user attention status indicator

Correct Answer: ACD

Section: (none)

Reference:

http://www.cisco.com/en/US/products/ps10412/index.html

#### **QUESTION 2**

Which statement about TrustSec is true?

- A. It monitors all the devices on the network, and turns them off when they are not needed.
- B. It provides a policy-based, scalable platform that offers integrated posture, profiling, and guest services to make context-aware access control decisions.
- C. It provides secure rich-media and collaboration services to optimize real-time voice and video applications.
- D. It provides defense against denial of service attacks.

Correct Answer: B

Section: (none)

Reference:

http://www.cisco.com/en/US/solutions/collateral/ns170/ns896/ns1051/at\_a\_glance\_c45- 653057.pdf (page 1, see Cisco TrustSec Secures borderless networks, first para, first sentence)

#### **QUESTION 3**

Which wireless products can be implemented as stand-alone or as a cluster of APs?

A. Cisco 110/300/500 Series



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- B. Cisco WLC 2500/SRE
- C. Cisco 2600/3600 Series
- D. Cisco 700/1600 Series
- E. Cisco Meraki MR Series

Correct Answer: A

Section: (none)

#### **QUESTION 4**

Which two statements about Collaborative Services are true?

- A. Cisco sells the service to the partner
- B. They are sold by the partner, and are delivered by Cisco.
- C. They enable the partner to deliver their own brand of service.
- D. They are sold to the customer by Cisco.

Correct Answer: BC

Section: (none)

#### **QUESTION 5**

Which three business challenges do customers face that are addressed by Cisco architectural solutions? (Choose three.)

- A. Guarantee reliability.
- B. Improve workforce productivity.
- C. Hire more staff.
- D. Increase cash flow.
- E. Deliver first-class offerings and experience to their clients.
- F. Reduce total cost of ownership while maximizing the contribution of IT.

Correct Answer: BEF

Section: (none)

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