



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

SMB Specialization for Account Managers

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### QUESTION 1

A customer wants to deploy a solution that requires high-quality video for full multimedia applications. Which two Cisco Unified Communication endpoint solutions should you recommend? (Choose two.)

- A. 8900 Series
- B. 9900 Series
- C. 3900 Series
- D. 5900 Series
- E. 6900 Series

Correct Answer: AB

Section: (none)

Reference:

[http://www.cisco.com/en/US/prod/voicesw/ps6788/ip\\_phones.html](http://www.cisco.com/en/US/prod/voicesw/ps6788/ip_phones.html) (Both are high performance solutions.

See the bulleted points underneath each solution)

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### QUESTION 2

Which statement about the Threat Operations Center is true?

- A. It provides insight into threat trends and outlook
- B. It provides 24x7 coverage in three centers.
- C. It provides business hours global coverage
- D. It provides only automatic rule creation and quality control.

Correct Answer: A

Section: (none)

Source collection, analysis, and delivery of Security Intelligence content that includes services, publications, VoDs, and podcasts are among the key resources offered through SIO. SIO provides insight into threat trends and future outlook to

protect the network through security best practices guidance and mitigation techniques.

Reference:

[http://www.cisco.com/web/services/news/ts\\_newsletter/tool/archives/201004.html](http://www.cisco.com/web/services/news/ts_newsletter/tool/archives/201004.html)

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### QUESTION 3

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

- A. Cisco 110/300/500 Series
- 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)

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### QUESTION 4

Which three options are benefits that customers have been asking for more of that can be achieved with Cisco Unified Data Center solutions? (Choose three.)

- A. scalability
- B. complexity
- C. security
- D. flexibility
- E. growth
- F. efficiency

Correct Answer: ACF

Section: (none)

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### QUESTION 5

Which three customer decision makers should you focus on when proposing Cisco architectural solutions? (Choose three.)

- A. project managers
- B. operations managers
- C. technical decision makers
- D. business decision makers
- E. purchasing officers



F. individual contributors

Correct Answer: BCD

Section: (none)

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