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QUESTION 1

Which service offering assists the customer in preparing for emerging industry trends?

- A. Training
- B. Trending Technical
- C. Advisory
- D. Managed

Correct Answer: B

QUESTION 2

Which approach should be applied when renewing a quote?

- A. Product led approach
- B. Solutions led approach
- C. Reward led approach
- D. Concerns led approach

Correct Answer: C

QUESTION 3

Which group of products are enterprise networking products?

- A. WAN, LAN, Wireless
- B. Routing, Switching, Access Points
- C. iWAN, Viptela, Meraki
- D. Salesforce, Box, AWS

Correct Answer: C

QUESTION 4

Which two actions can a partner or customer perform within CCW-R? (Choose two.)

- A. set up billing
- B. download hardware, software and services datasheets



- C. change Customer Address
- D. view and manage their contracts
- E. order new services

Correct Answer: CD

QUESTION 5

Which architecture addresses customer needs for voice, video, and data?

- A. Security
- B. Data Center
- C. Collaboration
- D. Enterprise networking

Correct Answer: D

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