



**Vendor: Cisco**

**Exam Code: 646-206**

**Exam Name: Cisco Sales Expert (CSE)**

**Version: Demo**

**QUESTION 1**

What are three current business factors that are influencing customer decisions in making technology investments? (Choose three.)

- A. return on investment
- B. competitiveness
- C. number of product features
- D. day one costs
- E. regulation
- F. availability of budget

**Correct Answer: ABE**

**QUESTION 2**

Which three services does Cisco provide to customers? (Choose three.)

- A. Cisco focuses solely on the cloud and web-based offerings, enabling endpoints to communicate.
- B. Cisco accelerates the ability of IT to align more closely with the business and how people actually work.
- C. Cisco delivers deployment agility across endpoints and the network, including the cloud, whether on premises or off premises.
- D. Cisco focuses mainly on devices linking endpoints and applications via a common framework.
- E. Cisco delivers borderless experience across all major devices and operating systems.

**Correct Answer: BCE**

**QUESTION 3**

You discover that a financial institution is planning to acquire two banks and wants to scale its infrastructure independent of the size of the acquired entities and deliver next-generation functionality almost immediately. Which three options are the most appropriate questions to ask a business decision maker? (Choose three.)

- A. What are your plans for expanding services and offerings to your customers and your staff?
- B. What issues are you experiencing related to technical readiness, implementation, monitoring, and optimization?
- C. How are growing costs affecting the flexibility of your company and its profit margin?
- D. How quickly can your IT staff roll out new applications?
- E. What do you see as the greatest risks to your business?
- F. What technical issues concern you the most?

**Correct Answer: ACE**

**QUESTION 4**

What are three of the major technological and demographic transitions occurring today that are having a profound effect on business and IT? (Choose three.)

- A. the adoption of mobile devices in the enterprise due to consumerization
- B. the decrease in the number of collaborative tools
- C. application of social software in enterprise collaboration
- D. predominant and increased use of text- or document-centric communication tools
- E. divergence of desktop virtualization and unified communications
- F. the increase and foreseen pervasive use of video for all communications

**Correct Answer: ACF**

**QUESTION 5**

Which option best describes the primary value of the Cisco IP Next-Generation Network?

- A. interoperates seamlessly with customers, though with only a few applications
- B. provides unique network intelligence that runs throughout the architecture, regardless of traffic mix or device
- C. embeds intelligence in the core only
- D. provides an access-specific solution that targets optical and Ethernet products
- E. integrates only two of the four Cisco architectures

**Correct Answer: B**

**QUESTION 6**

What is the Cisco goal regarding market share for each of the major markets that its products compete in?

- A. to compete effectively in every market in which Cisco participates
- B. to be No.1 or No. 2 in every market in which Cisco participates
- C. to be in the top 1 percent in every market in which Cisco participates
- D. to be first in every market in which Cisco participates

**Correct Answer: B**

**QUESTION 7**

Which three customer needs are addressed by Cisco solutions? (Choose three.)

- A. reducing day one costs
- B. improving productivity
- C. gaining competitive advantage
- D. focusing on current needs
- E. obtaining a wide variety of point products
- F. reducing TCO

**Correct Answer: BCF**

**QUESTION 8**

A standard three-year term, next-business-day hardware replacement, and telephone support are features of which Cisco support program?

- A. SMARTnet
- B. SMB Foundation
- C. Small Business Pro Service
- D. SMART Care

**Correct Answer: C**

**QUESTION 9**

In which area of the campus LAN are the user computers attached to the network?

- A. core
- B. access
- C. distribution
- D. aggregation

**Correct Answer: B**

**QUESTION 10**

Which two features characterize controller-based deployments in a WLAN? (Choose two.)

- A. coverage of large areas
- B. individual device configuration
- C. roaming that is facilitated by wireless-location services
- D. coverage of a single area
- E. seamless roaming throughout the network

**Correct Answer: AE**

**QUESTION 11**

Which three options signal a customer need for a new core network infrastructure (including routing)? (Choose three.)

- A. decreased bandwidth needs
- B. increase in staff levels
- C. establishing a branch office
- D. operating a single-site office
- E. accommodating new services
- F. adequate bandwidth

**Correct Answer: BCE**

**QUESTION 12**

A customer wants to be able to detect and mitigate Wi-Fi and non-Wi-Fi sources of interference in their wireless enterprise network. Which Cisco access point should you recommend to the customer?

- A. Cisco Aironet 3500 Series Access Point
- B. Cisco Aironet 1260 Series Access Point, controller-based
- C. Cisco Wireless Control System
- D. Cisco Aironet 1040 Series Access Point, standalone
- E. Cisco VideoStream

**Correct Answer: A**

**QUESTION 13**

Suppose that a Cisco Partner wants to achieve Cisco Gold Certified status with a Borderless Network Architecture Specialization. Which two things must be done? (Choose two.)

- A. Company must have a Cisco.com ID.
- B. Company must send an email to the Cisco Partner team for automatic approval.
- C. Company must complete a Specialization application, located on the Partner Central web page.
- D. Nothing is required, because the company is a registered Cisco Partner.

**Correct Answer: AC**

**QUESTION 14**

Which two factors are driving the demand for borderless networks? (Choose two.)

- A. Borders are foreseen to be defined by the location of users when they access resources.
- B. The number of non-PC devices is forecasted to grow between 101 percent and 258 percent by 2015.
- C. Companies are increasingly seeing their applications as operating only behind company firewalls.
- D. Increase in mobile workers is requiring companies to overcome the location border so that information can be accessed from anywhere.
- E. Enterprises are increasingly hesitant to become borderless due to varying user experiences, security, and reliability issues.

**Correct Answer: BD**

**QUESTION 15**

What is the goal of the Cisco Borderless Network Architecture?

- A. to provide users with a single device that permits access to information anywhere
- B. to provide users with the same productivity and access to information no matter where they are or which device they use
- C. to eliminate the need for border security and firewalls
- D. to provide companies with a way to extend their security and control over employees on the Internet

**Correct Answer: B**

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