



Vendor: Cisco

Exam Code: 646-205

Exam Name: CSE - Cisco Sales Expert

Version: DEMO

QUESTION 1

Which three of these are benefits of telepresence and video collaboration?(choose three)

- A. do more with less
- B. provide a unified tool for all business processes
- C. influence competitive advantage and business agility through faster decision-making and new business processes and models
- D. eliminate miscommunication
- E. reduce the need to personalize communications with customers
- F. transform your business and organization and be greener

Answer: ACF

QUESTION 2

As a ABC instructor you are giving a lecture on the historical context of Cisco. You point out that a computer scientist started the Cisco Corporation. One of the attendants asks you when and where Cisco was founded. What should you respond? (Select two)

- A. Massachusetts Institute of Technology
- B. Harvard
- C. 1978
- D. Stanford
- E. 1991
- F. California Polytechnic Institute
- G. 1984
- H. 1996

Answer: DG

QUESTION 3

Which network technology allows for the monitoring of active communication networks to diagnose problems and gather statistics for network administration?

- A. Content networking
- B. Campus local-area networking
- C. Network management
- D. Network security

Answer: C

QUESTION 4

Which IP telephony component provides call processing, such as signaling, that in a traditional voice network is provided by switching equipment, such as a PBX?

- A. Advanced call-handling software, such as Cisco Unity
- B. Call-management hardware and software, such as Cisco CallManager
- C. Client-based software, such as CiscoSoftPhone
- D. Voice gateways, such as the Cisco VG248 Analog Phone Gateway

Answer: B

QUESTION 5

Which Internet Protocol(IP) telephony element is best categorized as a voice application component?

- A. Voice gateway
- B. Private branch exchange (PBX)
- C. Advanced audio conferencing software
- D. IP telephone

Answer: C

QUESTION 6

Which Cisco product family can simultaneously implement firewall, VPN, content security, network access control, virtualization, and content filtering?

- A. intrusion prevention systems
- B. catalyst switches
- C. adaptive security appliances
- D. protect link gateway

Answer: C

QUESTION 7

You are the network consultant from cisco.com. You should tell your clients Two technologies help them save much time from complex computing. (Choose two.)

- A. VPN
- B. InfiniBand
- C. SCSI over IP
- D. Remote Direct Memory Access

Answer: AC

QUESTION 8

You are the network consultant from cisco.com. In which situation you will advice your customer to implement data centers?(choose 3)

- A. An increased need for specialized IT silos
- B. Protecting the business from information outages
- C. IT systems grow fast
- D. Optimizing the efficiency with which IT operates

Answer: BCD

QUESTION 9

Which two of these are ways that cisco capital helps partners?(choose two)

- A. counts as double toward quarterly sales goals
- B. increases the customer capital budget
- C. increases margins and cash flow
- D. require customers to lease or buy new equipment when the lease expires
- E. expands customer relationships

Answer: CD

QUESTION 10

A customer asks for help choosing their WAN technology, the customer is looking for A solution that can be used across very long distances, provides QoS and VPN support, and is sensitive to their budgeting needs ,which WAN technology would you recommend?

- A. wide transport
- B. metroethernet
- C. frame relay
- D. leased line
- E. MPLS

Answer: E