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Exam : **650-180**

Title : SMB Solutions for Engineers

Version : DEMO

1.Which two are benefits of installong Cisco Monitor Direstor at an SMB site for the partner telling the the solution?(Choose two)
A. simplifies Smart Bussinese Communications System installation
B. allows the end customer to get free software updates
C. aotomated menthly reporting on system performance
D. monthly recurring revenue model
Answer:C,D

2.Which two are requirements for a device to join a Cisco UC520 created communisty?
(Choose two)
A. no use at IP addresses
B. teleworker access routers must be preconfigured with a VPN
C. telnet disabled on the Cisco CE520
D. HTTP(s) enabled on the Cisco CE520
E. Cisco Configuration Assistance installed on user PCs
Answer:B

3.How is the LAN designed in the Smart Bussiness Communications System? Select exactly 1 answer(s) from the following
A. using the access layer
B. combines the access and distebution layers
C. combines the core and distribution layers
D. using the core layer
E. using the disteibution layer
Answer:A

4..What port role assignment would you make for the Gigabit Ethernet port on the Cisco CE520 used in the Smart Bussiness Communications System?
Select exactly 1 answer(s) from the following:
A. IP Phone and desktop
B. Cisco UC520
C. Cisco CE520
D. Cisco 871w
Answer:B

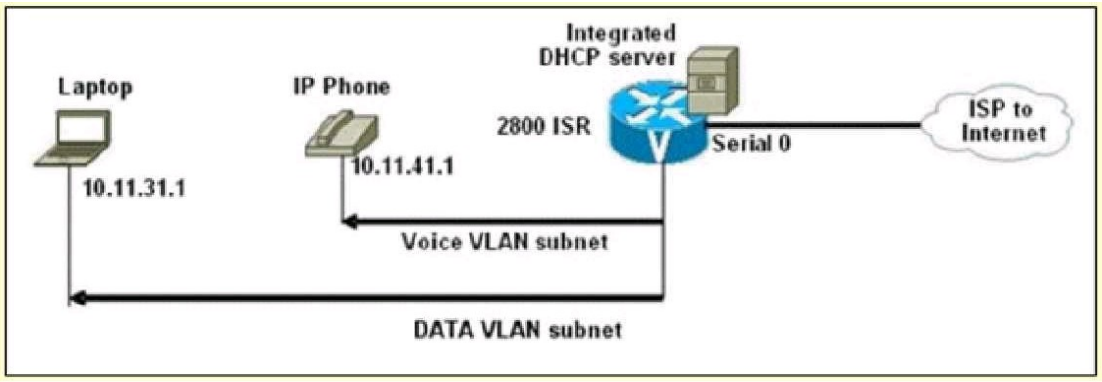
5.Select the three foundational hardware compotents that comprise the Smart Bussiness Communicaton System(Choose three)
Select exactly 3 answer(s) from the following
A. Cisco UnifitedCallConnector
B. Cisco UnifiedCommunicaton 500 series
C. Cisco Monitor Directory
D. Cisco 500 series phones
E. Catalyst Express
F. Ipcelerate IpamartSuite

Answer:B,D,E

6.According to the Cisco Smart Bussiness Rocklmap(SBR), what are two resoures to use a consultatire selling approach in selling Cisco products and solutions to SMB customers?
(Chosser two)

A. Selling strategies must address business and technology needs rather than explain product features,benefits, and technical attributes.
B. The business decision maker (BDM) may deny the technical decision maker(TMD) request for budget,basing a decision primarity on price and may not readily see the value of the Cisco brand.
C. Regulatory compliance(for example, HIPAA and the Graham-Leach-Bliley Act) is drving the need for customers to effectively document and secure data.
D. You can provide a more effective,immediate,and long-term solution for your clients.
Answer:A,B

7.Refer to the exhibit. The ISR performs NAT translation for this network. What is the most likely IP address for the Serial O interfance?
Exhibit:



10.11.31.100

A. 50.100.1.100
B. 10.11.41.100
C. 256.11.41.100

Answer:B

8.Which Cisco aupport service product targets customers with up to 48 users on a netwotk where voice communicaton is mission-critical to bussiness operation?

A. Cisco Technical Assistance Center
B. SMARTnet Partner Service
C. Cisco Smart Care Sernice
D. Cisco Smart Foundation Service
E. CiscoSMARTnet for SBCS

Answer:E

9.In the Cisco Mobility Express product line. What attribute exists ONLY on the UC520 model? Select exactly 1 answer(s) from the following

A. Use of WPA2 security
B. Comes with bundled CCA Management software
C. Ability to foundation without an extermal controller
D. Use of 802.11 signaling
Answer:A

10.What is a primary partner benefit of selling services?
A. Increased margina
B. Easier customer sales cycle
C. Available financing options
D. Fewer customer call backs
Answer:A