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Exam : **700-505**

Title : SMB Specialization for Account Managers

Version : DEMO

1.Which option is an online conferencing solution that allows participants to see; hear and share content and applications in real time?
A. Cisco Unity
B. Cisco ISR with Conferencing service module
C. Borderless Networks
D. WebEx meetings
Answer: D

2.Which two Cisco ISR series are needed to support a Cisco Services-Ready Engine to deploy services on demand? (Choose two.)
A. 3900 Series
B. 2900 Series
C. 2800 Series
D. 800 Series
Answer: A, B

3.Which three business challenges do customers face that are addressed by Cisco architectural solutions? (Choose three.)
A. Guarantee reliability.
B. Improve workforce productivity.
C. Hire more staff.
D. Increase cash flow.
E. Deliver first-class offerings and experience to their clients.
F. Reduce total cost of ownership while maximizing the contribution of IT.
Answer: B, E, F

4.Your customer is considering migrating to a Cisco Borderless Routing solution from their current vendor. Which best practice can close the sale?
A. Show the customer a Cisco television commercial
B. Go through a check list and compare the performance capabilities between Cisco and the other vendor.
C. Mention that promotions and incentives are available through Cisco.
D. Demonstrate how the Cisco solution saves money by consolidating devices and integrating management.
Answer:D

5.Which two product portfolios help make up the Cisco Office in a Box solution? (Choose two.)
A. Cisco Nexus 3048
B. Cisco UCS C-Series Servers
C. Cisco UCS E-Series Servers
D. Cisco ISR 2900 and 3900 Series
E. Cisco Nexus 5000
F. Cisco ISR 1900, 2900 and 3900 Series
Answer: C, D