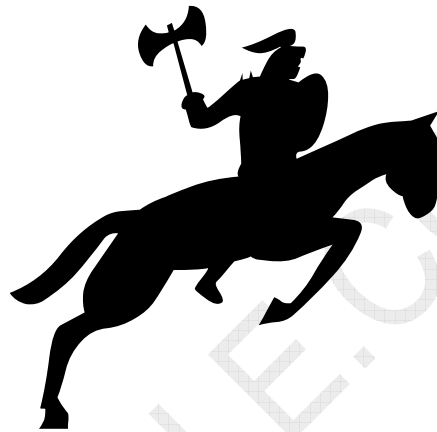


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Cisco Express Foundation for Account Managers

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THE TOTAL NUMBER OF QUESTIONS IS 113

QUESTION NO: 1 Cisco SMARTnet maintains the operational health of your network through Cisco expertise and resources that promote greater uptime and extend the value of your IT investment. Which service is provided by Cisco SMARTnet?

- A. upgrade discounts
- B. Free CCO account
- C. Cisco Learning Credits
- D. around-the-clock access to Cisco Technical Access Center

Answer: D

QUESTION NO: 2 How can mobile devices and wireless networks be secured?

- A. by securely deploying new applications with appropriate performance levels
- B. by providing security that is based on a multilayer, system-level approach
- C. by looking subjectively at network traffic for abnormal flows
- D. by requiring a host-based hardware application

Answer: B

QUESTION NO: 3 You are Cisco Channel Partner Account Managers in crambible.com .Which service component within the prepare phase recommends the appropriate technology strategy to address a business requirement of the customer?

- A. finding out what a customer requires from a proposed solution
- B. analyzes the customer's business requirements and recommends the appropriate Cisco technologies to meet business requirements
- C. finding out what end-user training a customer requires
- D. finding out a customer's physical requirements

Answer: B

QUESTION NO: 4 Which two benefits of network integration would be critical to a large metropolitan hospital? (Choose two.)

- A. computerization of order entry for physicians
- B. compliance with HIPPA requirements

- C. improved bandwidth
- D. greater fault tolerance

Answer: A, B

QUESTION NO: 5 You are Cisco Channel Partner Account Managers in crambible.com. You need to explain why the banking industry is ready to take advantage of an integrated network infrastructure. What is your explanations?

- A. Because Banks are still connecting via dial-up.
- B. Because Banks need to save cost.
- C. Because Banks find themselves with an obsolete branch infrastructure.
- D. Many banks need back-office process streamlining.

Answer: C

QUESTION NO: 6 Which two series of routers can integrate security services, enable wireless networking, and simplify network management? (Choose two.)

- A. Cisco 830 Series routers
- B. Cisco 850 Series routers
- C. Cisco 1700 Series Modular Access Routers
- D. Cisco 3800 Series Integrated Services Routers

Answer: B, D

QUESTION NO: 7 You are Cisco Channel Partner Account Managers in crambible.com. You have a new client is growing fast. The client's IT staff change network manually and extremely overworked. You suggest him implement a network management system, which important business benefit you should address?

- A. saving his time
- B. provision of an out-of-band management architecture
- C. threat mitigation
- D. reduction in network downtime

Answer: D

QUESTION NO: 8 Because of the systems-level approach, Cisco security can defend

against widespread attacks from hackers and viruses. What describes the Cisco network security strategy?

- A. Cisco Trust Agent
- B. Cisco Self-Defending Network
- C. Cisco Secure Access Control
- D. Cisco Network Admission Control

Answer: B

QUESTION NO: 9 You are Cisco Channel Partner Account Managers in crambible.com. Please point out three service components are in the design phase.

- A. Qualification and Planning
- B. Detailed Design Development
- C. Staging Plan Development
- D. Systems Acceptance Test Plan Development

Answer: B, C, D

QUESTION NO: 10 What are two benefits of the Cisco 1800 Series Integrated Services Routers? (Choose two.)

- A. fixed configuration for secure broadband, metro Ethernet, and wireless connectivity
- B. configuration for security policy monitoring
- C. dynamic management through self-healing processes
- D. connectivity options and investment protection through support for existing Cisco 1700 Series WICs

Answer: A, D

QUESTION NO: 11 Which three business requirements development activities are performed in the prepare phase before creating a technology strategy? (Choose three.) You are Cisco Channel Partner Account Managers in crambible.com. Before creating a technology strategy, which three business requirements development activities should you perform in the prepare phase?

- A. Assessing customer business requirements
- B. Categorizing customer business requirements in terms of performance, availability, capacity, and security

- C. Writing a technology strategy document
- D. presenting documented business requirements to a customer and having the customer validate them

Answer: A, B, D

QUESTION NO: 12 Which type of security will allow businesses to focus on achieving business goals?

- A. point-product security
- B. endpoint security
- C. network infrastructure security
- D. secure access and threat defense

Answer: C

QUESTION NO: 13 Cisco Network Admission Control (NAC) allows only compliant and trusted endpoint devices, such as PCs, servers, and PDAs, onto the network, restricting the access of noncompliant devices, and thereby limiting the potential damage from emerging security threats and risks. Cisco NAC gives organizations a powerful, roles-based method of preventing unauthorized access and improving network resiliency. What is a Cisco industry initiative that uses the network infrastructure to enforce security policy compliance on all devices that are seeking to access the network?

- A. Adaptive Threat Defense
- B. Secure Access Control
- C. Network Admission Control
- D. Threat Defense System

Answer: C

QUESTION NO: 14 Whether an organization is a small or midsize business, an enterprise, or a service provider, there are certain key issues that are shared throughout the business environment. Which two choices best describe key customer security concerns? (Choose two.)

- A. increasing response time
- B. interacting with suppliers
- C. improving operational efficiency
- D. reducing complexity