



# ITTEST

## QUESTION & ANSWER

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**Exam : 646-203**

**Title : Cisco Sales Expert(CSE)**

**Version : DEMO**

1. Which two scenarios are opportunities for selling a Cisco VPN solution? (Choose two.)

- A. an online music retailer with multiple downloading locations that wants to centralize access to large media files
- B. a growing publishing firm that needs a secure way for remote content editors to connect through the Internet to the company extranet
- C. a large ISP that has been targeted by a denial of service attack that disables Internet access for several thousand customers
- D. a mortgage-lending company that opens several branch offices that require secure access to underwriting information on the corporate extranet

Answer: BD

2. Which Cisco router series is the premier high-end routing platform for service-provider backbone and edge applications that support DS3 for Frame Relay?

- A. 7600 Series
- B. 10000 Series
- C. 12000 Series
- D. 15000 Series

Answer: C

3. Which network technology addresses these customer business needs: shrinking budgets and IT staffs, more complex networks, and an increased need for network security?

- A. optical network
- B. network management
- C. storage-area network (SAN)
- D. content delivery network (CDN)
- E. wireless local-area network (WLAN)

Answer: B

4. Why is QoS important in a converged network?

- A. because data does not need to arrive intact, so data transfer rates can be variable
- B. because lost voice-data packets must be retransmitted

- C. because voice data packets should arrive quickly and sequentially, and with no lost data
- D. because voice data packets must follow a single dedicated path through the network

Answer: C

5. Which interoperability standard provides a maximum speed on a wireless local-area network (WLAN) of 11 megabits per second?

- A. 802.11a
- B. 802.11b
- C. 802.11g
- D. service set identifier (SSID)

Answer: B

6. Which two Internet Protocol (IP) telephony devices are best categorized as infrastructure components? (Choose two.)

- A. IP telephones
- B. voice gateways
- C. call management software
- D. Media Convergence Servers (MCSs)

Answer: BD

7. How does a switch respond when it receives a message?

- A. It reads the Layer-5 information and sends the message directly to the intended computer.
- B. It reads the Media Access Control (MAC) address and sends the message directly to the intended computer.
- C. It reads the Layer-5 information and broadcasts the message to all the computers that are connected to the switch.
- D. It reads the Media Access Control (MAC) address and broadcasts the message to all the computers that are connected to the switch.

Answer: B

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

- A. network security
- B. content networking
- C. network management
- D. campus local-area networking

Answer: C

9. What strategy will protect network resources and services from unauthorized actions?

- A. network security
- B. network management
- C. collaborative networking
- D. content storage networking

Answer: A

10. Which Cisco software provides intelligence to the network?

- A. Cisco IOS
- B. CiscoWorks
- C. Cisco ONS 15540
- D. Cisco CallManager

Answer: A

11. Which benefit does digital subscriber line (DSL) systems for broadband access provide to the user?

- A. secure access to company extranet
- B. dedicated lines for high security data transfer
- C. simple solution for high-quality digital video using coaxial cable
- D. data and audio signals that share the same communications infrastructure

Answer: D

12. Which two devices are considered customer premises equipment (CPE) for digital subscriber line (DSL) systems? (Choose two.)

- A. DSL router

B. DSL modem

C. DSL Internet Protocol (IP) switch

D. "Smart" DSL access multiplexer (DSLAM)

Answer: AB

13. Which Cisco product provides network services that include management of virtual storage-area networks (VSANs), advanced traffic management, and sophisticated diagnostics?

A. ICS 7750

B. MDS 9000 Family

C. ONS 15000 Series

D. 5400 Storage Router Series

Answer: B

14. Which device is used in wireless networks to send transmissions to a target area?

A. optical fiber

B. access point

C. directional antenna

D. omni-directional antenna

Answer: C

15. Content networking solutions improve access to which two types of content? (Choose two.)

A. media-rich e-learning

B. real-time financial system reports

C. text-based enterprise e-mail distribution

D. video presentations from corporate leaders

Answer: AD