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QUESTION 1
Which two situations are opportunities for selling a Cisco Internet Protocol (IP)
telephony solution? (Choose two.)

A. A growing publishing firm needs a secure way for remote content editors to connect
through the Internet to the company extranet.
B. An enterprise with multiple offices must provide access to large volumes of content to
support a wide variety of business operations.
C. An accounting software manufacturer wants to streamline call center operations to
reduce customer wait times and improve employee productivity.
D. A global supplier of integrated processors wants to implement specialized voice
applications to increase productivity and reduce the cost of overseas toll calls.

Answer: C,D

QUESTION 2
A growing publishing firm needs a secure way for remote content editors to connect
through the Internet to the company extranet. Which Cisco solution best matches this
business need?

A. IP telephony
B. wireless network
C. content networking
D. Virtual Private Network (VPN)

Answer: D

QUESTION 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

QUESTION 4
A large medical center faces government regulations regarding the privacy and protection
of electronic transactions containing personal patient healthcare information. Which
Cisco solution best matches this business need?

A. network security

B. optical networking
C. storage-area network (SAN)
D. content delivery network (CDN)

Answer: A

QUESTION 5
What ensures that voice packets are given priority throughout the network so that conversations arrive intact?

A. QoS
B. Centrex
C. packet encryption
D. intelligent call routing

Answer: A

QUESTION 6
What distinguishes IP telephony from standard analog telephony?

A. IP telephony uses IP addressing to provide a single dedicated path through a circuit-switched network.
B. IP telephony uses IP addressing to enable two-way voice transmission over a packet-switched TCP/IP network.
C. IP telephony uses TCP/IP to ensure that voice packets are given priority throughout the network so that conversations arrive intact.
D. IP telephony uses IP addressing to establish a single dedicated path through a packet-switched network.

Answer: B

QUESTION 7
Which Cisco router series supports Frame Relay, Asynchronous Transfer Mode (ATM), and leased lines in a single platform, allowing service providers to offer multiple types of services to end users without having to maintain multiple edge devices?

A. 3600 Series
B. 7600 Series
C. 10000 Series
D. 15000 Series

Answer: C

QUESTION 8
Which benefit does storage networking provide?

A. access to backup data
B. rapid access to rich media used in online training
C. firewall protection for storage-area networks (SANs)
D. network redundancy to ensure file access in branch offices

Answer: A

QUESTION 9
A company with 100 employees predicts that its employee number will triple in the next six months. It is currently using hubs to connect employee computers. Which solution should an account manager offer that would best meet upcoming company needs?

A. optical network
B. storage network
C. switched network
D. Internet protocol (IP) telephony

Answer: C

QUESTION 10
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: B,D

QUESTION 11
An account manager should recommend a wide-area network (WAN) solution that includes universal gateways to a potential customer that _____.

A. requires mobility for offsite personnel who work at local client locations
B. requires collaboration between project teams at different locations around campus
C. requires flexibility for remote workers who connect to the company from their homes
D. has enterprise branch offices that must connect to the Internet over the Public Switched Telephone Network (PSTN)

Answer: D

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