

# 646-976

## Cisco

### Cisco Data Center Network Solutions Sales

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**Question: 1**

A software engineering firm wants to streamline call center operations to reduce customer wait times and improve employee productivity. Which Cisco solution best matches this business need?

- A. Optical network
- B. IP telephony
- C. WLAN
- D. DSL

**Answer: B**

**Question: 2**

Which type of deployment utilizes ISRs with Cisco IOS Security feature sets to provide an ideal, low-cost, yet capable and powerful platform?

- A. Small deployments
- B. Large deployments
- C. Medium deployments
- D. Commercial deployments
- E. Financial deployments

**Answer: A**

**Question: 3**

What does a router do?

- A. Stores data on the network and connects the local-area network (LAN) to the wide-area network (WAN)
- B. Routes traffic down alternative paths and connects the local-area network (LAN) to the wide-area network (WAN)
- C. Broadcasts data to all devices that are connected to it across the local-area network (LAN) and wide-area network (WAN)
- D. Reads Media Access Control (MAC) addresses to forward messages to the correct location and connects the local-area network (LAN) to the wide-area network (WAN)

**Answer: B**

**Question: 4**

What is the key element in SMB solutions?

- A. They provide the lowest possible cost.
- B. They reduce the cost and complexity associated with multiple services in a single device.
- C. They reduce complexity by eliminating features.
- D. Consumer-level products are suitable for SMB needs.

**Answer: B**

**Question: 5**

Which tool provides a complete guide that makes it easier for partners, regardless of their experience level, to sell Cisco Unified Communications solutions to their customers?

- A. Solution Expert
- B. Quote Builder
- C. Sales Accelerator

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