

650-173

Cisco

SBCSAM Smart Business Communication Systems for Account Managers

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Question: 1

Who are two Key competitors in the SMB market? (Choose two)

- A. 3Com
- B. Avaya
- C. Huawei
- D. Juniper Networks
- E. Nortel

Answer: B, E

Question: 2

What does Cisco SMARTnet provide?

- A. call processing and call handling features
- B. hardware replacement and software updates
- C. sales tools, such as Quote Builder
- D. VPN security for mobile and home office workers

Answer: B

Question: 3

Which three features does the Cisco UC520 support?

- A. Cisco Unity Express
- B. distributed routing
- C. Storage Area Networks
- D. analog devices
- E. Telepresence
- F. Security, Firewall, VPN

Answer: A, D, F

Question: 4

When creating demand with business decision makers, which two SMB challenges should be your focus?

- A. lack of resources
- B. competitive pressure
- C. securing business assets
- D. operational efficiency
- E. investment protection

Answer: B, D

Question: 5

What resource would you recommend to a new Cisco partner for a variety of tools?

- A. Steps to Success
- B. Unified Communications for SMB
- C. Channel incentive program
- D. Partner Central

Answer: D

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