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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