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QUESTION NO: 1

Which Cisco tool provides scripted, repeatable presentations, and customized pilots in real time with real equipment?

A. FindIt

B. Cisco Commerce Workspace

C. Cisco Partner Education Connection

D. Cisco dCloud

E. Cisco Network Discovery

ANSWER: D

Explanation:

dCloud, Cisco's next generation demonstration platform, provides self-service capabilities for Cisco Field and Partners. From scripted, repeatable demonstrations to fully customized pilots with complete admin access, dCloud gives you a strategic advantage for any customer scenario

QUESTION NO: 2

Which three options are opportunities for partners to introduce Cisco Meraki products to existing or prospective customers? (Choose three.)

A. Free Cisco Meraki refurbished equipment

B. Cisco Meraki roadshow

C. Cisco Meraki equipment rental program

D. Webinars with a free AP for qualified attendees

E. Free mobile device management with Systems Manager

F. Free product trials

ANSWER: D E F

QUESTION NO: 3

Which three options are business benefits of increased reliability? (Choose three)

A. Protects revenue streams

B. Enhances career paths

C. Promotes independence

D. Increases business resilience

E. Reduces maintenance and network operation costs

F. Validates business decisions

ANSWER: A C D

QUESTION NO: 4

Which option is a competitive advantage of Cisco security solutions?

A. Lowest priced offering

B. Stateful firewall capability

C. SpeedNet services

D. Cisco Security Intelligence Operations

ANSWER: D

QUESTION NO: 5

Which three switching technology components distinguish Cisco from competing products? (Choose three.)

A. Gigabit Ethernet

B. Flexible NetFlow

C. Medianet

D. Universal PoE

E. RSTP 802.1w

F. Multiprotocol Label Switching

ANSWER: B C D

QUESTION NO: 6

Which three options are pillars of the Cisco Security Intelligence Operations? (Choose three.)

A. Dynamic updates

B. OpenBTS Database

C. Cloud base

D. Threat Operations Center

E. Sensor base

F. Manual updates

ANSWER: A D E

Explanation:

Cisco SIO is composed of three pillars: Cisco SensorBas, a comprehensive threat database; Threat Operations Center with 500 security analysts and constant dynamic updates fed to Cisco security devices.

QUESTION NO: 7

Which three options are features of the Cisco Validated Design Program? (Choose three.)

A. Onsite consulting from Cisco Advanced Services engineers

B. Design guides organized by solution, technology, and architecture

C. Details on guidelines and practices for different customer scenarios

D. Specific guidance based on your customer's current environment

E. System and solution designs that are documented and tested

F. 24x7 phone support on network design questions

ANSWER: B C E

Explanation:

Cisco Validated Designs (CVDs) provide the foundation for systems design based on common use cases or current engineering system priorities. They incorporate a broad set of technologies, features, and applications to address customer needs. Each one has been comprehensively tested and documented by Cisco engineers to ensure faster, more reliable, and fully predictable deployment.

QUESTION NO: 8

When LAN connectivity is designed which option increases high availability and minimizes network administration?

A. integrated switch in WAN router

B. stacked switch design

C. multiple switch design

D. single external switch design

ANSWER: B

QUESTION NO: 9

Which option describes server virtualization?

A. Consolidation of multiple server workloads onto a smaller number of more powerful servers

B. The aggregation of server workloads onto a smaller number of servers by running multiple server operating systems directly on the shared hardware

C. Reduction of on-premises server requirements through the elimination of low utilization servers and the transition to a SaaS solution

D. Consolidation of multiple server interface cards into a single network card that supports a large number of virtual interfaces

ANSWER: B

QUESTION NO: 10

Which statement about Cisco CleanAir technology is true?

A. It features chip-level proactive and automatic interference mitigation.

B. It features chip-level proactive and automatic electronic beam forming.

C. It features automatic advanced radio frequency shaping.

D. It is a feature of the Cisco Aironet 1600 Series AP

ANSWER: A