QUESTION 1
Which three of these are benefits of telepresence and video collaboration?(choose three)

A. do more with less  
B. provide a unified tool for all business processes  
C. influence competitive advantage and business agility through faster decision-making and new business processes and models  
D. eliminate miscommunication  
E. reduce the need to personalize communications with customers  
F. transform your business and organization and be greener

Answer: ACF

QUESTION 2
As a ABC instructor you are giving a lecture on the historical context of Cisco. You point out that a computer scientist started the Cisco Corporation. One of the attendants asks you when and where Cisco was founded. What should you respond? (Select two)

A. Massachusetts Institute of Technology  
B. Harvard  
C. 1978  
D. Stanford  
E. 1991  
F. California Polytechnic Institute  
G. 1984  
H. 1996

Answer: DG

QUESTION 3
Which network technology allows for the monitoring of active communication networks to diagnose problems and gather statistics for network administration?

A. Content networking  
B. Campus local-area networking  
C. Network management  
D. Network security

Answer: C

QUESTION 4
Which IP telephony component provides call processing, such as signaling, that in a traditional voice network is provided by switching equipment, such as a PBX?

A. Advanced call-handling software, such as Cisco Unity  
B. Call-management hardware and software, such as Cisco CallManager  
C. Client-based software, such as CiscoSoftPhone  
D. Voice gateways, such as the Cisco VG248 Analog Phone Gateway
QUESTION 5
Which Internet Protocol (IP) telephony element is best categorized as a voice application component?

A. Voice gateway
B. Private branch exchange (PBX)
C. Advanced audio conferencing software
D. IP telephone

Answer: C

QUESTION 6
Which Cisco product family can simultaneously implement firewall, VPN, content security, network access control, virtualization, and content filtering?

A. intrusion prevention systems
B. catalyst switches
C. adaptive security appliances
D. protect link gateway

Answer: C

QUESTION 7
You are the network consultant from cisco.com. You should tell your clients Two technologies help them save much time from complex computing. (Choose two.)

A. VPN
B. InfiniBand
C. SCSI over IP
D. Remote Direct Memory Access

Answer: AC

QUESTION 8
You are the network consultant from cisco.com. In which situation you will advice your customer to implement data centers? (choose 3)

A. An increased need for specialized IT silos
B. Protecting the business from information outages
C. IT systems grow fast
D. Optimizing the efficiency with which IT operates

Answer: BCD

QUESTION 9
Which two of these are ways that cisco capital helps partners? (choose two)
A. counts as double toward quarterly sales goals  
B. increases the customer capital budget  
C. increases margins and cash flow  
D. require customers to lease or buy new equipment when the lease expires  
E. expands customer relationships

**Answer:** CD

**QUESTION 10**  
A customer asks for help choosing their WAN technology, the customer is looking for a solution that can be used across very long distances, provides QoS and VPN support, and is sensitive to their budgeting needs. Which WAN technology would you recommend?

A. wide transport  
B. metroethernet  
C. frame relay  
D. leased line  
E. MPLS

**Answer:** E