Vendor: CISCO

Exam Code: 646-206

Exam Name: Cisco Sales Expert
QUESTION 1
In which two ways do TANDBERG and Cisco TelePresence solutions interoperate? (Choose two.)
A. spanned  
B. bridged  
C. converted  
D. gated  
E. integrated  

Answer: BE

QUESTION 2
In which two ways does medianet help organizations to fully realize the benefits and the quality of video applications? (Choose two.)
A. allows operators to control video that is displayed on local and remote monitors  
B. simplifies the deployment of video endpoints  
C. extends partner and customer ability to collaborate at public locations worldwide  
D. transfers control and monitoring to any point in the network in an emergency situation  
E. helps assess the application impact in the network before the application is deployed  

Answer: BE

QUESTION 3
Which Cisco TelePresence offering provides a telepresence experience for a wide range of existing conference rooms and environments?
A. Solution  
B. Immersive  
C. Multipurpose  
D. Exchange  
E. Multipoint  

Answer: C

QUESTION 4
Which Cisco TelePresence platform can dramatically reduce customer time to market and improve partner operating margins?
QUESTION 5
In which two ways can Cisco Show and Share benefit customers? (Choose two.)

A. captures media from various inputs for live and on-demand delivery to viewers
B. offers the best means for customers and users to experience an immersive environment
C. enables customers to receive viewer comments and ratings of video content
D. personalizes connections between customers and their providers and partners
E. provides post-production capabilities for video composition and authoring

Answer: CD

QUESTION 6
Which two options best explain the Cisco Unified Data Center framework and how the phases form the foundation for cloud? (Choose two.)

A. a framework that enables resource consolidation, virtualization, automation, and integration with the cloud
B. a framework that enables virtualization and integration with the cloud
C. a framework that is supported by a systems approach that enables data center efficiency, agility, and transformation
D. a framework that is solely focused on reducing the number of devices under management
E. a framework that is a next-generation platform for uniting computing, network, and storage

Answer: AC

QUESTION 7
Which three statements correctly describe the Cisco Unified Data Center pillars? (Choose three.)

A. Cisco Unified Management combines the Cisco Intelligent Automation for Cloud with the UCS
manager and Network Services Manager to simplify cloud application delivery.
B. Cisco Unified Management provides foundational connectivity to link resources within and across data centers on demand.
C. Cisco Unified Computing System dynamically delivers multiple services, such as WAN, that can be configured on demand.
D. Cisco Unified Computing System is a next-generation data center platform that unites computing, network, storage, and virtualization.
E. Cisco Unified Fabric unifies LAN and storage network to deliver converged solutions.
F. Cisco Unified Fabric extends virtualization to create pools of shared memory, storage, and computing resources.
Answer: ADE

QUESTION 8
Which two options are benefits of Cisco Video Surveillance? (Choose two.)

A. secure transcoding and switching capabilities for multipoint meetings
B. access to video at any time from any network location, enabling real-time incident response and investigation
C. network-based digital signage for live and on-demand video
D. limited amount and location of video that can be stored
E. ability to easily manage a large number of security assets

Answer: BE

QUESTION 9
Which three are current small business needs for technology investments? (Choose three.)

A. minimize network investments
B. reduce reliance on technology
C. plan for today
D. be more productive
E. work from anywhere
F. serve customers better

Answer: DEF

QUESTION 10
Which Cisco solution enables face-to-face communications and can, therefore, save expenses on
QUESTION 11
What are three recommended ways to successfully position Cisco business video architecture solutions with customers? (Choose three.)

A. Establish the relevance of video apart from unified communications.
B. Identify primary, distinct video stakeholders in customer accounts.
C. Sell video as point product solutions to potential customers.
D. Establish video as an alternative means of work and as the workspace of the future.
E. Articulate to customers the technology superiority of Cisco business video solutions.
F. Position the unique customer value proposition or ROI of business video.

Answer: BDF

QUESTION 12
Which Cisco product family is the recommended platform for 10 Gigabit Ethernet in the data center?

A. Cisco ACE
B. Cisco Nexus
C. Cisco MDS 9000
D. Cisco Catalyst
E. Cisco WAAS

Answer: B

QUESTION 13
Which three benefits are provided by the implementation of Cisco UCS C-Series servers into a virtualized data center environment? (Choose three.)
A. blade-based deployments  
B. enterprise-focused design  
C. advanced orchestration  
D. cost-effective server  
E. storage-intensive platform  
F. extended memory support

Answer: DEF

**QUESTION 14**
Which service orchestration solution has been validated as part of the Cisco Virtualized Multi-Tenant Data Center system?

A. Cisco Tidal Enterprise Orchestrator  
B. BMC Cloud Lifecycle Management  
C. Cisco Intelligent Automation for Cloud  
D. VMware vCloud Director  
E. Cisco newScale

Answer: B

**QUESTION 15**
What are three ways that a Cisco Partner can leverage a Cisco Data Center Virtualization or cloud ecosystem partner in his or her sales efforts? (Choose three.)

A. Persuade ecosystem partner to write Cisco Partner proposals that are counter to ecosystem partner strategies.  
B. Obtain new contacts in existing or potential accounts from the ecosystem partner.  
C. Learn about ecosystem partner opportunities in which the Cisco Partner is not involved.  
D. Seek out the ecosystem partner only toward the end of the sales cycle.  
E. Request the participation of the ecosystem partner in a consulting capacity.  
F. Use the ecosystem partner to provide a whole offer package to customers.

Answer: BCE

**QUESTION 16**
Which two opposing challenges are helping to drive the partner need to sell whole offers? (Choose two.)
A. how to increase deal revenue while offering deeper discounts
B. how to close deals when customers are under financial constraints and while enhancing overall profitability
C. how to reduce services in deals while providing real-time customer network data
D. how to limit Cisco financing while accelerating deals
E. how to increase business relevance while enhancing all types of deals

Answer: BE

**QUESTION 17**
Telepresence and video conferencing have been an increasingly important component of the overall video market. Which indicator is the best measure of the continued importance of these technologies going forward?

A. The annual growth rate of the video conferencing market is at least 20 percent.
B. Generation Y was raised on video, and it represents 17 percent of the world population.
C. The Cisco long-term growth rate target is 12 percent to 17 percent.
D. The U.S. Internet traffic annual growth rate is more than 40 percent.

Answer: A

**QUESTION 18**
Which two factors are driving the demand for borderless networks? (Choose two.)

A. Borders are foreseen to be defined by the location of users when they access resources.
B. The number of non-PC devices is forecasted to grow between 101 percent and 258 percent by 2015.
C. Companies are increasingly seeing their applications as operating only behind company firewalls.
D. Increase in mobile workers is requiring companies to overcome the location border so that information can be accessed from anywhere.
E. Enterprises are increasingly hesitant to become borderless due to varying user experiences, security, and reliability issues.

Answer: BD

**QUESTION 19**
What is the goal of the Cisco Borderless Network Architecture?

A. to provide users with a single device that permits access to information anywhere
B. to provide users with the same productivity and access to information no matter where they are or which device they use
C. to eliminate the need for border security and firewalls
D. to provide companies with a way to extend their security and control over employees on the Internet

Answer: B

**QUESTION 20**
Why is the Cisco Integrated Services Router product line a good choice for customers?

A. is a point product solution that addresses a single need
B. provides customers with an opportunity to increase the number of devices in their network
C. simplifies purchasing because there is only one model to choose
D. combines multiple services into a single platform and reduces operating costs

Answer: D