Exam Code: 650-175
Exam Name: SMBAM - SMB Specialization for Account Managers
Vendor: CISCO
Version: DEMO
Part: A

1: What are two indicators that a customer should consider the installation of a Wireless LAN Controller? (Choose two.)
   A. want to provide employee wireless access  
   B. want to provide unsecured wireless access  
   C. need between two and three access points  
   D. need one access point  
   E. need more than four access points  
   F. want to provide guest wireless access  
   **Correct Answers: E F**

2: What resource would you recommend to a new Cisco partner for a variety of tools?
   A. Channel Incentive program  
   B. Unified Communications for SMB  
   C. Partner Central  
   D. Steps to Success  
   **Correct Answers: C**

3: Which statement best describes what Cisco Smart Care Service provides?
   A. bundled, unlimited support with the purchase of any Cisco product  
   B. bundled technical support and maintenance for Cisco networks  
   C. fee-based add-on support and tech-to-tech assistance for Cisco products  
   D. technical support, maintenance, and monitoring to Cisco networks  
   **Correct Answers: D**

4: Which two functions does Cisco Configuration Assistant provide? (Choose two.)
   A. call forwarding  
   B. command line configuration  
   C. wireless connectivity  
   D. device discovery  
   E. call routing configuration  
   **Correct Answers: D E**

5: Increased productivity, minimized legal risks, and improvements in "green" operation can be easily linked to Cisco solutions in which technology area?
   A. on the destination network, between the server and a router  
   B. security  
   C. voice  
   D. routing and switching  
   E. eCommerce  
   F. web collaboration  
   **Correct Answers: B**
6: For which of the following campus LAN areas is the Cisco Catalyst Express 500 Series Switch most suitable?
A. distribution area
B. core area
C. access area
Correct Answers: C

7: Which Cisco support service product targets customers with up to 48 users on a network where voice communication is mission-critical to business operation?
A. SMARTnet Partner Service
B. Cisco Smart Foundation Service
C. Cisco Technical Assistance Center
D. Cisco SMARTnet for SBCS
E. Cisco Smart Care Service
Correct Answers: D

8: In which areas do SMBs tend to require better products than found in retail stores?
A. voice, intranet, and security
B. security, voice, and wide-area networking
C. wireless, intranet, and wide-area networking
D. wireless, security, and voice
Correct Answers: D

9: What are three of the attributes sought in a target customer for Cisco Smart Foundation services? (Choose three.)
A. 50 or fewer network devices
B. comprehensive network-wide support requirements
C. fewer than 250 network users
D. network is not mission-critical to business
E. network is considered mission-critical
F. skilled on-site customer IT staff
Correct Answers: A C D

10: Which three characteristics are true of the ProtectLink Gateway product? (Choose three.)
A. provides encryption between a browser and a web server
B. provides web server content filtering is bundled in the SPS platform
C. provides content filtering for e-mail blocks 97% of SPAM
D. protects from spyware and phishing attacks
Correct Answers: B C D