

**Exam : Cisco 646-588**

**Title : Cisco® Advanced Wireless  
LAN for Account Managers**

**Version : Demo**

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1. Which two of the following choices are the primary benefits of the Cisco ecosystem of partners? (Choose two.)

- A. It helps customers obtain quality products and services at reduced prices.
- B. It enables customers to recycle their old equipment.
- C. It makes it easy for customers to engage with systems integrators.
- D. It makes it easy for customers to engage with service providers and application partners.
- E. It makes it easy for customers to buy equipment that is environmentally safe.

**Answer: CD**

2. Which three of the following value propositions are most suited to wireless LAN enterprise solutions? (Choose three.)

- A. creation of a collaborative work environment
- B. security of a unified LAN solution
- C. minimal capital expenditure
- D. time savings offered by mobility-services solutions
- E. satisfaction of a single-vendor LAN solution
- F. minimal time to deployment

**Answer: ABD**

3. When attending a meeting with the CTO of a manufacturing firm, it becomes clear that adding the resources of an ecosystem partner would help build a solution that would help close the deal. Which two Ecosystem partner technologies would you recommend to the CTO at this manufacturing company?

- A. Handheld scanning devices
- B. Passive RFID
- C. Active RFID Tags
- D. Global Positioning Services (GPS)
- E. Network Management Services

**Answer: AC**

4. A customer in the manufacturing business is looking to track the performance of high-value assets within

the facility. Which product should be recommended?

- A. Cisco 1000 Series lightweight access point
- B. Cisco 1400 Series wireless bridge
- C. Cisco 1500 Series lightweight outdoor mesh access point
- D. Cisco 2700 Series wireless location appliance

**Answer: D**

5. Which of the following situations is an example of location-based services being used in a wireless network?

- A. A university can provide secure access to visitors regardless of where they move about on campus.
- B. A healthcare organization complies with the Health Insurance Portability and Accountability Act (HIPAA).
- C. A financial services firm can determine whether a server is in or out of use at any point in time.
- D. A retail store improves communications among its employees regardless of their location on the sales floor.

**Answer: C**

6. Which three of the following items are key benefits provided by the Cisco Outdoor Wireless Network Solution(controller-based)? (Choose three.)

- A. Zero-Touch configuration
- B. WiMax
- C. Radio Resource Management
- D. Mesh solution supports WiFi location based services
- E. centralized management
- F. Supports a/b and g radio services

**Answer: ACE**

7. Your customer says, "Mobility services are not a budget priority. If we need mobility services later, we can always expand our network then." Which of the following statements would be your best response?

- A. A pervasive deployment of the Cisco Unified Wireless Network solution with integrated security services delivers the required level of security that allows you to proactively secure your business.

- B. Seizing this opportunity before the competition will allow you to be more proactive and set the business pace.
- C. It will be difficult to react quickly when a competitor deploys mobility services. If you wait, you will need to upgrade your network and deploy the service at the same time.
- D. The costs of a wireless network are very likely to rise in the future. Customers are much better off in the long term to invest in a WLAN today.

**Answer: C**

8. Which appliance would be the best solution to manage more than 50 lightweight access points for a large enterprise facility?
- A. CiscoWorks WLSE
  - B. Cisco 2000 Series wireless LAN controller
  - C. Cisco 4100 Series wireless LAN controller
  - D. Cisco 4400 Series wireless LAN controller

**Answer: D**

9. The Cisco Secure Wireless solution incorporates the integrated security services of the Cisco Unified Wireless Network solution. Which three of the following features are inherent to the Cisco Unified Wireless Network? (Choose three.)
- A. policy control
  - B. video surveillance
  - C. threat defense
  - D. proprietary encapsulation
  - E. intrusion detection
  - F. business continuity

**Answer: ACE**

10. What education option delivers the best blend of student productivity and cost effectiveness for earning an IP Telephony Services Specialization?
- A. Partner e-learning connection

- B. Onsite instructor-led training
- C. Offsite instructor-led training
- D. VoIP Self Study Guide

**Answer: A**

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