

**Exam : Cisco 650-175**

**Title : SMBAM SMB Specialization  
for Account Managers**

**Version : Demo**

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1. Which two indicators should be taken into consideration by a customer when installing a Wireless LAN Controller? (Choose two.)

- A. want to provide employee wireless access
- B. need between two and three access points
- C. need more than four access points
- D. want to provide guest wireless access

**Answer:** CD

2. Which three statements best describe the features 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

**Answer:** BCD

3. Which three features can indicate that a potential SMB customer is in the SBR-defined growth phase? (Choose three.)

- A. requesting convergence of voice and data
- B. providing a customer with a basic up-to-date website
- C. wanting greater connectivity for customers
- D. focusing on becoming more efficient

**Answer:** ACD

4. Refer to the following items, which two are components of the Discovery Guide in the Cisco sales approach? (Choose two.)

- A. probing more deeply into the customer's business challenges
- B. recommending a business needs-based solution
- C. calculating the customer's business need priorities
- D. ranking customer business needs

**Answer:** CD

5. Cisco Integrated Services Routers (ISR) help organizations optimize branch services into a single platform that delivers a consistent user experience with a lower total cost of ownership. Why are Integrated Services Routers well-positioned for the SMB market? (Choose two.)

- A. They require no configuration to install.
- B. They scan packets for malicious activity.
- C. They offer the best choice for remote access needs.
- D. They are integrated with firewall capabilities.

**Answer:** CD

6. In the SPA9000 Voice system, which three components are bundled?

- A. intercom and group paging
- B. voice mail
- C. auto attendant
- D. contact center features

**Answer:** ABC

7. bMightyResearch shows that a significant percentage of SMBs will consider which factor in a UC solution?

- A. costs out-weighing benefits
- B. non-Cisco vendors providing more viable SMB solutions
- C. cost savings to justify replacing existing legacy systems
- D. minimized call-center effectiveness

**Answer:** C

8. Which of the following is the requirement for SMB network?

- A. QoS, multicast, cost effectiveness, redundancy
- B. scalability, effectiveness, high availability, mobility
- C. centralization, security, highly available, scalability
- D. cost effectiveness, high availability, hosting multiple protocols, hosting web servers

**Answer: B**

9. The Cisco Monitor Director enables Cisco partners and managed service providers to provide comprehensive 24-hour remote real-time monitoring and management of data and voice services to their small and medium-sized (SMB) customers with 5 to 250 users. Which description is correct about Cisco Monitor Director (CMD)?

- A. CMD provides a weekly reporting facility.
- B. CMD is an SNMP alarm-based monitoring function.
- C. CMD provides network management at a Cisco partner location.
- D. CMD allows monitoring of up to 100 SMBs.

**Answer: C**

10. Which three characteristics are common to the majority of switches in the Cisco Small Business portfolio? (Choose three.)

- A. stacking options
- B. VLAN support
- C. Power over Ethernet
- D. Quality of Service

**Answer: BCD**

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