

646-204 braindumps

Cisco Sales Expert

646-204: Cisco Sales Expert

Practice Exam: 646-204 Exams

Exam Number/Code: 646-204

Exam Name: Cisco Sales Expert

Questions and Answers: 100 Q&As

([Sales Expert](#))



"Cisco Sales Expert", also known as 646-204 exam, is a Cisco certification.

Exam : [646-204](#)

With the complete collection of exam questions, Just4Study has assembled to take you through 100 Q&As to your 646-204 exam preparation. In the 646-204 exam resources, you will cover every field and category in Cisco Certification helping to ready you for your successful Cisco Certification.

The exam questions cover the latest real test and with all the correct answer. we promise the Q&A for Cisco Sales Expert 646-204 (Cisco Sales Expert) examination of original title complete coverage. 646-204 exam questions help you pass the exam.

Just4Study 646-204 Feature:

* High quality - High quality and valued for the 646-204 Exam: 100% Guarantee to Pass Your 646-204 exam and get your Sales Expert certification.

* Authoritative - Authoritative braindumps with complete details about 646-204 exam.

* Cheaper - Our Just4Study products are cheaper than any other website. With our completed Sales Expert resources, you will minimize your **Cisco Sales Expert** cost and be ready to pass your 646-204 exam on Your First Try, 100% Money Back Guarantee included!

* Free - Try free Sales Expert demo before you decide to buy it in <http://www.Just4Study.com>.

Just4Study Guarantee:

Just4Study provides the most competitive quality of all exams for the customers, we guarantee your success at the first attempt with only our Certification Question&Answers, if you do not pass the 646-204 exam at the first time, we will not only arrange FULL REFUND for you, but also provide you another exam of your claim, ABSOLUTELY FREE!

Free 646-204 Demo Download

Just4Study offers free demo for Sales Expert 646-204 exam (Cisco Sales Expert). You can check out the interface, question quality and usability of our practice exams before you decide to buy it. We are the only one site can offer demo for almost all products.

The Questions & Answers cover the latest real test and with all the correct answer. we promise the Q&A for **Cisco Sales Expert 646-204** examination of original title complete coverage. 646-204 Questions & Answers help you pass the exam. Otherwise, we will give you a full refund.

VUE/Prometric Code: 646-204

Exam Name: Cisco Sales Expert(Sales Expert)

Questions and Answers: 100 Q&A

[Cisco 646-204](#) Test belongs to one of the Sales Expert certified test, if needs to obtain the Sales Expert certificate,

you also need to participate in other related test, the details you may visit the [Sales Expert](#) certified topic, in there, you will see all related Sales Expert certified subject of examination.

Just4Study professional provide Sales Expert 646-204 the newest Q&A, completely covers 646-204 test original topic.

With our complete Sales Expert resources, you will minimize your Sales Expert cost and be ready to pass your 646-204 tests on Your First Try, 100% Money Back Guarantee included!

Just4Study Help You Pass Any IT Exam

Just4Study.com offers incredible career enhancing opportunities. We are a team of IT professionals that focus on providing our customers with the most up to date material for any IT certification exam. This material is so effective that we Guarantee you will pass the exam or your money back.

Exam : Cisco 646-204

Title : Cisco Sales Expert

1. What are the three commonly recognized top-level business drivers for data centers? (Choose three.)

- A. Protecting the business from information outages
- B. A need to decentralize IT assets
- C. Increasing the rate of adoption of new, nonstandardized technologies
- D. Optimizing the efficiency with which IT operates
- E. An increased need for specialized IT silos
- F. Growing IT systems

Answer: ADF

2. What are the essential elements needed to create a LAN?

- A. NIC, hub, cables, software
- B. cables, NIC, software, e-mail
- C. printer, software, e-mail, NIC
- D. software, cables, printer, NIC

Answer: A

3. How many layers are in the OSI model?

- A. 5
- B. 6
- C. 7
- D. 8

Answer: C

4. Which type of deployment utilizes ISRs with Cisco IOS Security feature sets to provide an ideal, low-cost, yet capable and powerful platform?

- A. Small deployments
- B. Large deployments
- C. Medium deployments
- D. Commercial deployments
- E. Financial deployments

Answer: A

5. Which Cisco program fairly and equitably rewards partners that actively identify, develop, and win new business opportunities in targeted market segments?

- A. Value Incentive Program
- B. Solution Incentive Program
- C. Opportunity Incentive Program

D. Foundation Advantage

Answer: C

6. On what type of network does the Cisco Unified Communication system reside?

- A. Independent voice, video, and data networks
- B. Voice networks only
- C. A single, joined voice, video, and data network
- D. Data networks only
- E. Wireless networks only

Answer: C

7. What feature does the Partner E-Learning Connection provide?

- A. Full versions of all Cisco technical-level classes
- B. Live instructor-led, web-based classes
- C. Flexible, web-based knowledge and learning
- D. Hosted website that partners use to deliver e-learning to customers
- E. Lists of training-partner class offerings

Answer: C

8. Which program has been specifically designed for small-sized and medium-sized businesses and provides easy, cost-effective network support to help ensure reliable operations, contain costs, and protect their investments?

- A. Cisco Software Application Support Services
- B. Cisco Focused Technical Support Services
- C. Cisco Smart Foundation Service
- D. Cisco SP Base
- E. Cisco SMARTnet Onsite

Answer: C

9. What type of approach is used to deploy, operate, and optimize Cisco solutions?

- A. Lifecycle advantages
- B. Lifecycle services
- C. Lifestyle services
- D. Lifestyle advantages
- E. Lifetime advantage

Answer: B

10. Which technology is best deployed to meet the needs of users who desire secure remote access to corporate resources?

- A. VPN-enabled routers
- B. Cisco Security Agent
- C. Cisco Adaptive Security Appliances
- D. Cisco Adaptive Security Device Manager
- E. Cisco Intrusion Prevention System

Answer: C

11. Which three of the following are benefits of Cisco TAC? (Choose three.)

- A. Direct or indirect access to the global Cisco TAC organization
- B. The ability to access teams of experts
- C. Onsite engineering support
- D. Minimizes risks associated with network downtime
- E. Upgrades from base Cisco IOS Software to advanced feature set Cisco IOS Software
- F. Project management and planning support

Answer: ABD

12. Which portal provides timely and concise information for sales professionals in competitive situations?

- A. Solution Expert
- B. Quote Builder
- C. Sales Accelerator
- D. Competitive Edge
- E. Cisco Discovery

Answer: D

13. Which two of the following are benefits of engaging Cisco field resources? (Choose two.)

- A. Maximize the number and value of customer sales engagements
- B. Access free implementation and support services
- C. Eliminate sales and marketing expense
- D. Increase revenue and improve margin
- E. Access free hardware and software for resale

Answer: AD

14. Which three products are targeted primarily for deployment in enterprise environments? (Choose three.)

- A. Cisco 1800 Series ISRs
- B. Cisco Catalyst 4500 Series Switches
- C. Cisco Catalyst 2960 Series Switches
- D. Cisco Catalyst 6500 Series Switches
- E. Cisco 7200 Series Routers
- F. Cisco 2800 Series ISRs

Answer: BDE

15. What is the key element in SMB solutions?

- A. They provide the lowest possible cost.
- B. They reduce the cost and complexity associated with multiple services in a single device.
- C. They reduce complexity by eliminating features.
- D. Consumer-level products are suitable for SMB needs.
- E. Reliability is not important since replacement products are inexpensive.

Answer: B

16. Which tool provides a complete guide that makes it easier for partners, regardless of their experience level, to sell Cisco Unified Communications solutions to their customers?

- A. Solution Expert
- B. Quote Builder
- C. Sales Accelerator
- D. Competitive Edge
- E. Cisco Discovery

Answer: C

17. Which two high-profile regulations have a global impact on the financial industry? (Choose two.)

- A. Computer Fraud and Abuse Act
- B. CNIC
- C. Basel II
- D. Sarbanes-Oxley

Answer: CD

18. What resource allows Cisco partners to get funding for preapproved activities, such as catalogs, yellow pages, events, trainings, e-mail blasts, and advertising?

- A. Solution Expert

- B. Quote Builder
- C. Joint Marketing Fund
- D. Cisco Discovery
- E. Steps to Success

Answer: C

19. Which stage of Cisco Lifecycle Services comprises services that ensure the design and deployment of the desired network functionality?

- A. Prepare
- B. Plan
- C. Design
- D. Implement
- E. Operate

Answer: D

20. Which two technologies help enterprises reduce complex computing jobs to minutes and hours, rather than taking days and weeks? (Choose two.)

- A. InfiniBand
- B. Remote Direct Memory Access
- C. SCSI over IP
- D. Firewall Services
- E. Secure Socket Layer
- F. Hyperchannel

Answer: AB

[646-204 Braindumps](#)

Related 646-204 Exams

[646-204](#) Cisco Sales Expert

[650-393](#) LCSE Cisco Lifecycle Services Express

[650-621](#) Advanced Wireless LAN

[650-251](#) LCSAUC Cisco Lifecycle Services Advanced IP Communications

[650-059](#) LCSARS Cisco Lifecycle Services Advanced Routing and Switching

[646-202](#) Sales Expert Cisco Sales Expert Exam (CSE)

[642-961](#) Cisco Data Center Networking Infrastructure Solutions design

[650-575](#) Cisco Lifecycle Services Advanced Security

[642-176](#) Small Medium Business for Engineers

[646-203](#) Cisco Sales Expert(CSE)

[646-171](#) Small Medium Business for Account Managers

[650-178](#) Communications System for Engineers

[650-173](#) Communications System for Account Managers

Other Cisco Exams

[646-653](#) [646-301](#) [642-311](#) [646-002](#) [642-642](#) [642-531](#) [650-575](#) [646-392](#)

[646-223](#) [642-545](#) [642-741](#) [642-356](#) [642-746](#) [642-515](#) [350-020](#) [646-363](#)

[642-353](#) [642-242](#) [642-243](#) [642-979](#)