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Exam : **646-206**

Title : Cisco Sales Expert

Version : Demo

1.What are three current business factors that are influencing customer decisions in making technology investments? (Choose three.)

- A. return on investment
- B. competitiveness
- C. number of product features
- D. day one costs
- E. regulation
- F. availability of budget

Answer: A,B,E

2.Which three services does Cisco provide to customers.? (Choose three.)

- A. Cisco focuses solely on the cloud and web-based offerings, enabling endpoints to communicate.
- B. Cisco accelerates the ability of IT to align more closely with the business and how people actually work.
- C. Cisco delivers deployment agility across endpoints and the network, including the cloud, whether on premises or off premises.
- D. Cisco focuses mainly on devices linking endpoints and applications via a common framework.
- E. Cisco delivers borderless experience across all major devices and operating systems.

Answer: B,C,E

3.Which option best describes the primary value of the Cisco IP Next-Generation Network?

- A. interoperates seamlessly with customers, though with only a few applications
- B. provides unique network intelligence that runs throughout the architecture, regardless of traffic mix or device
- C. embeds intelligence in the core only
- D. provides an access-specific solution that targets optical and Ethernet products
- E. integrates only two of the four Cisco architectures

Answer: B

4.You discover that a financial institution is planning to acquire two banks and wants to scale its infrastructure independent of the size of the acquired entities and deliver next-generation functionality almost immediately. Which three options are the most appropriate questions to ask a business decision maker? (Choose three.)

- A. What are your plans for expanding services and offerings to your customers and your staff?
- B. What issues are you experiencing related to technical readiness, implementation, monitoring, and optimization?
- C. How are growing costs affecting the flexibility of your company and its profit margin?
- D. How quickly can your IT staff roll out new applications?
- E. What do you see as the greatest risks to your business?
- F. What technical issues concern you the most?

Answer: A,C,E

5.What is the Cisco goal regarding market share for each of the major markets that its products compete in?

- A. to compete effectively in every market in which Cisco participates

- B. to be No.1 or No. 2 in every market in which Cisco participates
- C. to be in the top 1 percent in every market in which Cisco participates
- D. to be first in every market in which Cisco participates

Answer: B

6.Which three customer needs are addressed by Cisco solutions? (Choose three.)

- A. reducing day one costs
- B. improving productivity
- C. gaining competitive advantage
- D. focusing on current needs
- E. obtaining a wide variety of point products
- F. reducing TCO

Answer: B,C,F

7.Which three Cisco go-to-market strategies help partner profitability? (Choose three.)

- A. Cisco innovation and acquisitions ensure that partners have a broad portfolio for customers.
- B. Cisco has one partner program to support all partner types.
- C. Cisco focuses on meeting customer needs while protecting partner profitability.
- D. Cisco focuses only on building internally for innovation and not on acquisitions.
- E. Cisco provides partner programs to support different partner business models.

Answer: A,C,E

8.Suppose that a Cisco Partner wants to achieve Cisco Gold Certified status with a Borderless Network Architecture Specialization. Which two things must be done? (Choose two.)

- A. Company must have a Cisco.com ID.
- B. Company must send an email to the Cisco Partner team for automatic approval.
- C. Company must complete a Specialization application, located on the Partner Central web page.
- D. Nothing is required, because the company is a registered Cisco Partner.

Answer: A,C

9.In which area of the campus LAN are the user computers attached to the network?

- A. core
- B. access
- C. distribution
- D. aggregation

Answer: B

10.Which two features characterize controller-based deployments in a WLAN? (Choose two.)

- A. coverage of large areas
- B. individual device configuration
- C. roaming that is facilitated by wireless-location services
- D. coverage of a single area
- E. seamless roaming throughout the network

Answer: A,E