



Vendor: Cisco

Exam Code: 650-180

Exam Name: SMB Solutions for Engineers (SMBEN)

Version: DEMO

QUESTION 1

Which two are benefits of installing Cisco Monitor Director at an SMB site for the partner telling the solution? (Choose two)

- A. simplifies Smart Business Communications System installation
- B. allows the end customer to get free software updates
- C. automated monthly reporting on system performance
- D. monthly recurring revenue model

Answer: CD

QUESTION 2

Which two are requirements for a device to join a Cisco UC520 created community? (Choose two)

- A. no use at IP addresses
- B. teleworker access routers must be preconfigured with a VPN
- C. telnet disabled on the Cisco CE520
- D. HTTP(s) enabled on the Cisco CE520
- E. Cisco Configuration Assistance installed on user PCs

Answer: B

QUESTION 3

How is the LAN designed in the Smart Business Communications System? Select exactly 1 answer(s) from the following:

- A. using the access layer
- B. combines the access and distribution layers
- C. combines the core and distribution layers
- D. using the core layer
- E. using the distribution layer

Answer: A

QUESTION 4

What port role assignment would you make for the Gigabit Ethernet port on the Cisco CE520 used in the Smart Business Communications System? Select exactly 1 answer(s) from the following:

- A. IP Phone and desktop
- B. Cisco UC520
- C. Cisco CE520
- D. Cisco 871w

Answer: B

QUESTION 5

Select the three foundational hardware components that comprise the Smart Business Communication System (Choose three) Select exactly 3 answer(s) from the following

- A. Cisco UnifiedCallConnector
- B. Cisco UnifiedCommunicaton 500 series
- C. Cisco Monitor Directory
- D. Cisco 500 series phones
- E. Catalyst Express
- F. Ipcelerate IpamartSuite

Answer: BDE

QUESTION 6

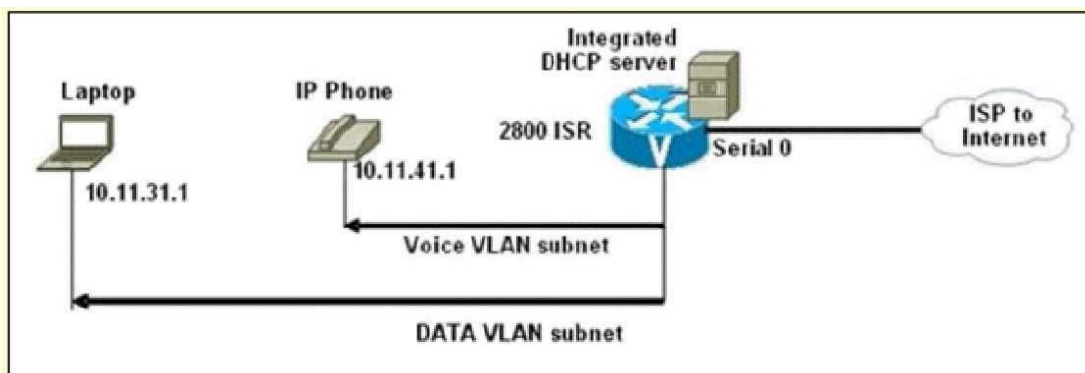
According to the Cisco Smart Business Roadmap (SBR), what are two resources to use a consultative selling approach in selling Cisco products and solutions to SMB customers? (Choose two)

- A. Selling strategies must address business and technology needs rather than explain product features, benefits, and technical attributes.
- B. The business decision maker (BDM) may deny the technical decision maker (TMD) request for budget, basing a decision primarily on price and may not readily see the value of the Cisco brand.
- C. Regulatory compliance (for example, HIPAA and the Graham-Leach-Bliley Act) is driving the need for customers to effectively document and secure data.
- D. You can provide a more effective, immediate, and long-term solution for your clients.

Answer: AB

QUESTION 7

Refer to the exhibit. The ISR performs NAT translation for this network. What is the most likely IP address for the Serial 0 interface?



- A. 10.11.31.100
- B. 50.100.1.100
- C. 10.11.41.100

D. 256.11.41.100

Answer: B

QUESTION 8

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. Cisco Technical Assistance Center
- B. SMARTnet Partner Service
- C. Cisco Smart Care Service
- D. Cisco Smart Foundation Service
- E. Cisco SMARTnet for SBCS

Answer: E

QUESTION 9

In the Cisco Mobility Express product line. What attribute exists ONLY on the UC520 model? Select exactly 1 answer(s) from the following

- A. Use of WPA2 security
- B. Comes with bundled CCA Management software
- C. Ability to foundation without an external controller
- D. Use of 802.11 signaling

Answer: A

QUESTION 10

What is a primary partner benefit of selling services?

- A. Increased marginal
- B. Easier customer sales cycle
- C. Available financing options
- D. Fewer customer call backs

Answer: A

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