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Exam : 646-202

Title : Cisco Sales Expert Exam (CSE)

Ver : 01-09-06

QUESTION 1

How many layers are in the OSI model?

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

Answer: C

QUESTION 2

Your Certkiller trainee is curious about switches and the OSI model. What should you tell her? (Select two).

- A. Switches work on Layer 1
- B. Switches work on Layer 2
- C. Switches work on Layer 3
- D. Switches work on Layer 4
- E. Switches work on Data link layer.
- F. Switches work on Presentation layer.
- G. Switches work on Session layer.
- H. Switches work on Network layer.

Answer: B, E

QUESTION 3

Your Certkiller trainee is curious about routers and the OSI model. What should you tell her? (Select two).

- A. Routers work on Layer 1
- B. Routers work on Layer 2
- C. Routers work on Layer 3
- D. Routers work on Layer 4
- E. Routers work on Data link layer.
- F. Routers work on Presentation layer.
- G. Routers work on Session layer.
- H. Routers work on Network layer.

Answer: C, H

QUESTION 4

Your Certkiller trainee Jack asks you to name OSI model at which switching occurs.

- A. Layer 0
- B. Layer 1

- C. Layer 2
- D. Layer 3
- E. Layer 4
- F. Layer 5

Answer: C

QUESTION 5

Your Certkiller trainee Jack asks you to name the file layers in the OSI model. (Choose five)

- A. Protocol
- B. Application
- C. Router Gateway
- D. Data link
- E. Session
- F. Physical
- G. Switch
- H. Transport
- I. Information

Answer: B, D, E, F, H

QUESTION 6

You work as a network consultant at Certkiller .com. You trainee Jack asks you what Cisco software would supply intelligence to the Cisco network?

- A. Cisco ONS 15540
- B. Cisco CallManager
- C. Cisco IOS
- D. CiscoWorks

Answer: C

Explanation:

Cisco IOS software provides a wide range of functionality, from basic connectivity, security, and network management to technically advanced services that enable businesses to deploy applications such as real-time trading, interactive support, ondemand media, and unified messaging. The Internet Protocol (IP) fabric is the fundamental element in Cisco IOS software that delivers the availability, scalability, and connectivity that enterprises and service providers alike require for business applications today.

Today, networks around the world are joined in a network of networks. Cisco Internetwork Operating System (IOS) software delivers network intelligence to Cisco routers and switches. This network intelligence, combined with Cisco hardware, supports the networking needs of the world, including service providers,

enterprises, small businesses, and home users.

Incorrect

Answer:

A: Cisco ONS 15540: Get 15540 from Cisco Website

A third Cisco product for higher-end markets is the ONS 15500 Series of optical platforms. In an optical network, the ONS 15500 Series provides the speed and reliability for a synchronous data mirroring strategy. This synchronous backup solution is valuable to enterprises and organizations such as finance, insurance, or telecommunications companies that must ensure business continuance in the event of system or network failure.

B: Cisco CallManager is the component of an IP telephony solution that provides standard call processing such as dial tone, signaling, and connection services for Cisco IP Phones and SoftPhones. CallManager also includes applications that support services such as voice mail and audioconferencing. The CallManager application is typically installed on a network server.

D: CiscoWorks, a suite of network management software that is used to provision and maintain network devices, is an example of a Cisco offering in the Unified Control Plane. Components of Cisco network management software work in the Unified Control Plane by implementing features such as routing policies within network devices.

QUESTION 7

As a Certkiller instructor you are giving a lecture on the historical context of Cisco.

You point out that a computer scientist started the Cisco Corporation.

On of the attendants asks you when and where Cisco was founded.

What should you respond? (Select two.)

- A. 1978
- B. 1984
- C. 1991
- D. 1996
- E. Massachusetts Institute of Technology
- F. California Polytechnic Institute
- G. Harvard
- H. Stanford

Answer: B. H

Explanation:

A group of computer scientists from Stanford University founded Cisco in 1984. Since the inception of the company, Cisco engineers have been prominent in advancing the development of Internet Protocol, or IP, the basic protocol that is used to communicate over the Internet and in private networks.

QUESTION 8

You work as a network consultant at Certkiller .com. One of your clients wants to connect an Ethernet network that extends over a two-mile area.

What network component would be the most appropriate to use?

- A. NICs
- B. Repeater
- C. Personal computers
- D. Router
- E. Switch
- F. Gateway Hubs

Answer: B

QUESTION 9

You work as a network consultant at Certkiller .com. One of your clients are unsure if they should use a best-of-breed product or use Cisco AVVID when they build a new network.

They ask you to clarify the differences between the two approaches.

What should you tell the client? (Choose two)

- A. AVVID networks can be customized to meet customer needs.
- B. Network platform adapters are required for best-of-breed networks.
- C. Best-of-breed networks performance is only as good as the weakest component.
- D. AVVID networks can bypass the weakest component in the network.

Answer: C, D

QUESTION 10

In the model for Cisco AVVID, which component belongs in the Internet Business Solutions layer?

- A. Hardware devices used to build a network.
- B. Network client such as Cisco IP telephones.
- C. Technologies needed to establish network provisioning.
- D. Applications that organizations use to gain competitive advantage.

Answer: D

QUESTION 11

What is the benefit if a network built using Cisco AVVID?

- A. High availability through software and equipment that is configured for protocol transfer.
- B. Interoperability through software and equipment that is configured for seamless operation.
- C. Improved scalability through software and equipment that is configured for the maximum port density.
- D. Greater performance through software and equipment that is configured to achieve

seamless roaming.

Answer: B

QUESTION 12

You work as a network consultant at Certkiller .com. One of your clients has a Cisco AVVID network. Which two advantages does this bring the client? (Select two.)

It would improve productivity by enabling applications that enhance telephone call routing.

It would reduce costs through price breaks offered by Cisco partners.

It would lower costs by improving throughput on network components.

It would increase customer satisfaction by enabling applications that provide a more enjoyable user experience.

Answer: A, C

QUESTION 13

As a Certkiller instructor you are giving a lecture on the Cisco AVVID model. A student asks you which component belongs in the Unified Control Plane layer.

What is your reply?

A. Software needed to establish network provisioning.

B. Applications that organization use to gain competitive advantage.

C. Hardware needed to build the network.

D. Network clients such as Cisco IP telephones.

Answer: A

QUESTION 14

What is a network that is composed of smaller local-area networks (LANs) that exist within a business campus?

A. Campus LAN

B. LAN campus subnet

C. Campus wide-area network (WAN)

D. Campus storage-area network (SAN)

E. Campus local-area neighborhood (LAN)

F. Campus metropolitan-area network (MAN)

Answer: A

QUESTION 15

A company with 100 employees predicts that its employee number will triple in the next six months. It is currently using hubs to connect employee computers.

Which solution should an account manager offer that would best meet upcoming company needs?

- A. Storage network
- B. Optical network
- C. Switched network
- D. Internet Protocol (IP) telephony

Answer: C

QUESTION 16

Which Cisco Catalyst series best fits in the distribution area of a midsize campus local-area network (LAN)?

- A. 2900
- B. 3700
- C. 4000
- D. 7200

Answer: C

QUESTION 17

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

QUESTION 18

What are RJ-45 and RJ-11?

- A. Topologies
- B. Cable specifications
- C. Twisted-pair connectors
- D. Coaxial cable connectors

Answer: C

QUESTION 19

Which component perform translations at multiple layers of the OSI model?

- A. Hub
- B. MAU
- C. Gateway
- D. Repeater

Answer: C

QUESTION 20

Which component connects dissimilar network environments?

- A. Hub
- B. MAU
- C. Gateway
- D. Repeater

Answer: C

QUESTION 21

What are two primary advantages of content networking solutions? (Choose two)

- A. Increased WAN traffic.
- B. Reduced content access time.
- C. Optimized network resource use.
- D. End user control over content access and delivery.

Answer: B, D

QUESTION 22

Which network components can be chained together to extend an Ethernet network over several kilometers or miles?

- A. hubs
- B. nics
- C. repeaters
- D. personal computers

Answer: C

QUESTION 23

Your Certkiller trainee Jack asks you which IP telephony component category include voice gateways, switches, and routers.

- A. Voice application
- B. Clients
- C. Infrastructure
- D. Call management

Answer: C

QUESTION 24

You work as a network consultant at Certkiller .com. One of your clients has a large LAN. Recently network performance has been degraded and users on the LAN complain about slow response time.

What should you recommend the client to do?

- A. Use printers.
- B. Use hosts.
- C. Use switches
- D. Use hubs.
- E. Use repeaters.

Answer: C

QUESTION 25

Your Certkiller trainee wants to know what network component is viewed as a host.

- A. Hub
- B. Access point
- C. Workstation
- D. Switch
- E. Printer

Answer: C

QUESTION 26

Your Certkiller trainee Bob is curious about Layer 2/3 switches. He knows that they increase network traffic efficiency by combining functionalities from two other hardware devices.

He asks you which two devices these are? (Select two.)

- A. Bridges
- B. Hubs
- C. Switches
- D. Routers
- E. Access Points
- F. Gateways
- G. Gigabit Ethernet
- H. Optical Fibre

Answer: C, D

QUESTION 27

You work as a network consultant at Certkiller .com. One of your clients is searching for additional Cisco hardware. The following requirements are made:

1. only a single edge device should be used to offer different types of services to end

users

2. support of Asynchronous Transfer Mode (ATM)
3. support of Frame Relay
4. usage of a single platform

What should you tell them to buy?

- A. 3600 Series
- B. 5000 Series
- C. 7600 Series
- D. 10000 Series
- E. 15000 Series

Answer: D

QUESTION 28

You work as a network consultant at Certkiller .com. One of your clients has decided to purchase a Cisco 12000 Series router in order to provide carrier-class availability and performance in both the network backbone and at the edges.

When would this solution be appropriate?

- A. For a university that wants to create an integrated communications network that supports distance learning, e-learning, and collaborative research.
- B. For a midsize financial services company that has acquired a smaller company, which has locations in three different cities.
- C. For a midsize enterprise organization that is migrating to a converged network for its internal employees to address user needs for voice, video, and data.
- D. For a new and growing Internet hosting company with global Internet data centers whose business customers depend on the reliability of the network.

Answer: D

QUESTION 29

You work as a network consultant at Certkiller .com. One of your clients uses Frame Relay on its networks. What Cisco product would be appropriate at the small remote site belonging to this client? (Choose two)

- A. 2600 Series routers
- B. 3600 Series routers
- C. 6500 Series routers
- D. 7500 Series routers
- E. 7600 Series routers
- F. 10000 Series routers

Answer: A, B

QUESTION 30

As a Certkiller instructor you are required to pick the valid statement concerning WANs.

- A. A network that connects client device wirelessly using radio waves.
- B. A network that crosses metropolitan, regional, or national boundaries.
- C. A network that is restricted to a single building, a group of buildings, or even a single room.
- D. A network that encompasses an entire city or metropolitan area and connects multiple local-area networks (LANs).

Answer: B

QUESTION 31

You work as a network consultant at Certkiller .com. Your boss asks you to name a Series of Cisco routers out of the following list.

- A. 3700
- B. 6500
- C. 2900
- D. 3500

Answer: A

QUESTION 32

As a Certkiller instructor you are required to explain how a Cisco switch operates. Which of the following statements should you use?

- A. When the switch receives a message it reads the Layer-5 information and broadcasts the message to all computers that are connected to the switch.
- B. When the switch receives a message it reads the Media Access Control (MAC) address and broadcasts the message to all the computers that are connected to the switch.
- C. When the switch receives a message it reads the Layer-5 information and send the message directly to the intended computer.
- D. When the switch receives a message it reads the Media Access Control (MAC) address and sends the message directly to the intended computer.

Answer: D

QUESTION 33

You work as a network consultant at Certkiller .com. One of your clients use a campus LAN.

What can be said of this LAN? (Select two)

A campus local-area network (LAN) is a network composed of smaller _____?

- A. The LAN is composed of LANs....

- B. The LAN is composed of WANs....
- C. ...that exist within a business campus.
- D. ... that connect one or more business campuses.

Answer: A, C

QUESTION 34

You work as a network consultant at Certkiller .com. One of your clients has a campus LAN. The client asks you which area in their network is used as

- A) the aggregation point distribution-area switches.
- And
- B) the connection point between the access and core areas

- A. Application
- B. Distribution
- C. Convergence
- D. aggregation

Answer: B

The distribution area provides an aggregation point for the switches in the access area. It also provides a connection between the access and core areas. Switches at the distribution area must handle larger amounts of traffic. For this reason, switches that have Layer-2 and Layer-3 (Layer-2/3) capabilities are often used in the distribution area.

QUESTION 35

You work as a network consultant at Certkiller .com. One of your clients has a Frame Relay Network with smaller remote sites.

You are required to purchase and install routers for this network. Which routers are best for this scenario? (Select two.)

- A. 3600 Series Cisco Routers.
- B. 2600 Series Cisco Routers.
- C. 7500 Series Cisco Routers.
- D. 7600 Series Cisco Routers.
- E. 6500 Series Cisco Routers.

Answer: A, B

QUESTION 36

Your Certkiller trainee asks you what is characterized by a Cisco router. (Select two,)

- A. A router broadcast data to all devices that are connected to it across the LAN.
- B. A router broadcast data to all devices that are connected to it across the WAN.
- C A router reads Media Access Control (MAC) addresses to forward messages to the

correct location.

D. Routes traffic down alternative paths.

E. The Router stores data on the network.

F. A router is able to connect the local-area network (LAN) to the wide-area network (WAN).

Answer: D, F

QUESTION 37

You work as a network consultant at Certkiller .com. One of your clients has a 2-year project with Certkiller . You and 5 other consultants will be located at the client network during the project. You suggest that you and the other consultants should use a wireless network solution.

What advantage does your suggestion have?

A. It provides a temporary network need.

B. It ensures secure presentations.

C. It provides freedom of movement within a network range.

D. It augments an existing network.

Answer: A

Not C: There is no reference in the question to mobility requirements just a temporary network need.

QUESTION 38

You work as a network consultant at Certkiller .com. One of your clients asks you to select an appropriate Cisco Wireless product for their network.

Currently the 802.11a and 802.11b standards are used. These must be supported.

Also, the client plans to use devices that support the 802.11g standard.

What is your recommendation?

A. Use Aironet 550 Series

B. Use Aironet 1100 Series

C. Use Aironet 1200 Series

D. None of the above alternatives meets the requirements of the client.

Answer: B

QUESTION 39

What do wireless local-area networks (WLANs) use to connect client devices, such as printers and computers?

A. X-rays

B. Radio waves

C. Optical fiber

D. Virtual Private Network (VPN) connections

Answer: B

QUESTION 40

Which open standard promotes interoperability among the wireless client adapters and dial-in servers of various manufacturers?

- A. 802.11b
- B. Service set identifier (SSID)
- C. Wired Equivalent Privacy (WEP)
- D. Extensible Authentication Protocol (EAP)

Answer: D

QUESTION 41

What is an appropriate solution for a company whose employees work on multiple projects with different teams in different locations in the same building?

- A. High-speed access
- B. Content networking
- C. Wireless local-area network (WLAN)
- D. Internet Protocol (IP) videoconferencing

Answer: C

QUESTION 42

Which Cisco series is an affordable wireless local-area network (WLAN) solution that is compliant with 802.11b standards and upgradeable to 802.11g standards?

- A. Aironet 350 Series
- B. Aironet 550 Series
- C. Aironet 1100 Series
- D. Aironet 1200 Series

Answer: C

1100 by default have B support and is upgradeable to G.

1200 by default have G support and is upgradeable to A support.

QUESTION 43

Overlapping the cells of _____ increases the network area and allows users to roam between cells while roaming connected to the network.

- A. routers
- B. bridges
- C. access points
- D. client adapters

Answer: C

QUESTION 44

The Aironet 1100 and 1200 Series components are intended to support which network technology?

- A. wireless network
- B. high-speed access
- C. campus local-area network (LAN)
- D. metropolitan-area network (MAN)

Answer: A

QUESTION 45

Which interoperability standard provides a maximum speed on a wireless local-area network (WLAN) of 11 megabits per second?

- A. 802.11a
- B. 802.11b
- C. 802.11g
- D. service set identifier (SSID)

Answer: B

QUESTION 46

Your Certkiller trainee Jack is configuring a wireless network. She asks you which device should be used to send directional or omni-directional signals. What should you tell her?

- A. Client adapters
- B. Bridges
- C. Routers
- D. Antennas
- E. Access points

Answer: D

QUESTION 47

You Certkiller boss is curious about wireless networking. He asks you what network device is used to send transmissions to a target area. What should you tell her?

- A. An directional antenna is used.
- B. An Omni-directional antenna is used.
- C. Optical fiber is used.

D. An Access points is used.

Answer: A

QUESTION 48

As a Certkiller instructor you are required the name the encryption technology that is most frequently used.

- A. Extensible Authentication Protocol (EAP)
- B. Service set identifier (SSID)
- C. MS-CHAP
- D. Wired Equivalent Privacy (WEP)
- E. 802.11g

Answer: D

QUESTION 49

You work as a network consultant at Certkiller .com. One of your clients wants to connect two buildings by means of a wireless local-area network (WLAN). What WLAN device should recommend them to use?

- A. An access point
- B. A client adapter
- C. A router
- D. A bridge
- E. A gateway

Answer: D

QUESTION 50

Certkiller employees meet daily in a conference room. Presentations and project updates are used at these meetings. What benefit could Certkiller have with a wireless solution?

- A. A wireless solution would ensure secure presentations.
- B. A wireless solution would augment an existing network.
- C. A wireless solution would provide a temporary network need.
- D. A wireless solution would provide freedom of movement within a network range.

Answer: D

QUESTION 51

You work as a network consultant at Certkiller .com. One of your clients has recently purchased Aironet 1100 and 1200 Series components. What can these be used for?

- A. They can be used in a Metropolitan-area network (MAN)

- B. They can be used to share Internet Access.
- C. They can be used for a campus local-area network (LAN)
- D. They can be used for wireless networking.
- E. They can be used for high-speed access.

Answer: D

QUESTION 52

You work as a network consultant at Certkiller .com. You are required to provide users with wireless connections. Which network device should you install in the user devices to enable this?

- A. You should use a Access point
- B. You should use a Client adapter.
- C. You should use a switch.
- D. You should use a router.
- E. You should use a bridge.

Answer: B

QUESTION 53

Which of the following standard has a maximum speed of 11 Mbit/s on a WLAN?

- A. 801.11a
- B. 801.11b
- C. 801.11g
- D. Service set identifier (SSID)
- E. 802.11a
- F. 802.11b
- G. 802.11g

Answer: F

QUESTION 54

You work as a network consultant at Certkiller .com. One of your clients, a service provider, needs Cisco hardware to...

1. provide a premier high-end platform used in a backbone
2. provide edge applications which supports DS3 for Frame Relay

What should you tell the client?

- A. Use a 12000 Series Cisco Router.
- B. Use a 5000 Series Cisco Router.
- C. Use a 15000 Series Cisco Router.
- D. Use a 7600 Series Cisco Router.
- E. Use a 10000 Series Cisco Router.

Answer: A

QUESTION 55

Dr Bill, your boss at Certkiller is curious about WANs. She asks what part of a WAN is characterized by:

- * handling most of the traffic
- * provides the highest-speed transmission paths in the network
- * Operates over the longest distance?

What should you tell her?

- A. This would be the Frame Relay.
- B. This would be the PSTN.
- C. This would be the Backbone.
- D. This would be the Access point.
- E. This would be the Edge.

Answer: C

QUESTION 56

You work as an account manager at Certkiller .com.

Currently hubs are used internally on the Certkiller LAN. A single router provides Internet access. Certkiller now have plans to launch an application which will demand dedicated bandwidth a improved network capacity.

What should you recommend? (Each answer is a separate solution. Select two.)

- A. All the hubs should be replaced with gateways at the access area.
- B. All the hubs should be replaced with bridges at the access area.
- C. All the hubs should be replaced with switches at the access area.
- D. Use a new network distribution area that is composed of routers.
- E. Use a new a network distribution area that is composed Layer-2/3 switches.
- F. Use a new network distribution area that is composed of bridges.

Answer: C, E

Explanation:

In addition to carrying basic data traffic, Cisco switches and routers also provide the necessary network infrastructure for newer, more data-intensive applications such as IP telephony and video. Many of these new applications require more dedicated bandwidth and quality of service (QoS) to ensure the constant flow of data. Cisco switches and routers can be specially configured to meet the needs of these emerging applications.

Business growth Business Need.

Ability to connect employees to network resources

Sharing of information between employees

Cisco Solution:

In this case, a switched campus LAN with Cisco multilayer switches at the

distribution area may help to handle the additional traffic from the new building. Creating a layered network design will also help to accommodate future growth.

E-Business Business Need.

Website that functions well

Customer security

Cisco Solution:

Creating a Cisco LAN that is dedicated to e-business will help ensure that the website can handle incoming and outgoing traffic. Also, Cisco products are highly secure and redundant to ensure privacy and maximum uptime of the site.

New applications (IP telephony)

Business Need.

Cost-effective communications

High availability and quality of the network

Cisco 6500 Series Catalyst 3500 Series

Cisco Solution:

A Cisco Campus LAN solution provides the necessary infrastructure to accommodate emerging applications such as IP telephony and video.

Deploying a switched campus network helps ensure that the necessary bandwidth, speed, and quality of service are available for successful implementation of these applications.

QUESTION 57

You work as a network consultant at Certkiller .com. Certkiller has a multi-vendor network. You suggest that Cisco products should be used. Your boss asks you to motivate your decision.

What should you tell him?

- A. Usage of Cisco products would give reliable failover that promotes end-to-end communication.
- B. Usage of Cisco products would give designs based on industry standards that promotes interoperability.
- C. Usage of Cisco products would give maximum throughput and performance that reduces bottlenecks.
- D. Usage of Cisco products would give proprietary software specifically focused on interoperability

Answer: B

Explanation:

Products that rely on proprietary software do not interoperate with products from other vendors. Cisco standards-based products can operate with a wide range of other vendor products, proving why it is beneficial to introduce Cisco products into multivendor networks.

QUESTION 58

Which of the following statements is correct?

- A. 6500 is a series of Cisco routers.
- B. 7200 is a series of Cisco routers
- C. 2900 is a series of Cisco routers.
- D. 3500 is a series of Cisco routers.

Answer: B

QUESTION 59

You work as a network consultant at Certkiller .com. One of your clients has a small campus LAN network. They want a Cisco Catalyst in the access area of the LAN. What should you tell them?

- A. Use a 2600 series Cisco Catalyst.
Use a 2900 series Cisco Catalyst.
- B. Use a 3600 series Cisco Catalyst.
- C. Use a 6500 series Cisco Catalyst.
- D. Use a 12000 series Cisco Catalyst.

Answer: B

QUESTION 60

In a campus LAN which area has the following characteristics?

1. It is the aggregation point for access-area switches.
2. It provides connection between the access and core areas.

- A. The Aggregation area.
- B. The Application area.
- C. The Connection area.
- D. The Convergence area.
- E. The Distribution area.

Answer: E

QUESTION 61

Your Certkiller boss wants you to give guidelines regarding usage of switches and routers.

What should you tell him? (Select three).

- A. Layer-2/3 switches have more wire-area network (WAN) connections than routers.
- B. Routers have more wire-area network (WAN) connections than Layer-2/3 switches.
- C. Routers have more local-area network (LAN) connections than Layer-2/3 switches.
- D. Layer-2/3 switches have more local-area network (LAN) connections than routers.
- E. You should route where it is possible, switch only when you are required to.

F. You should switch where it is possible, route when you are required to.

Answer: B, D, F

You should switch where it is possible, and router when it is required.

QUESTION 62

You work as a network consultant at Certkiller .com. One of your clients has a midsize campus LAN. Now you are required to recommend what Cisco hardware that should be used in the access area.

- A. A Cisco Catalyst from the 1700 series.
- B. A Cisco Catalyst from the 2600 series.
- C. A Cisco Catalyst from the 3500 series.
- D. A Cisco Catalyst from the 3700 series.
- E. A Cisco Catalyst from the 6500 series.
- F. A Cisco Catalyst from the 7200 series.
- G. A Cisco Catalyst from the 12000 series.

Answer: C

Explanation:

Cisco routers that reside in the core area include the 1700, 2600XM, 3600, 3700, and 7200 series. The higher series are able to handle more traffic between the campus LAN and WAN.

QUESTION 63

Which CiscoWorks network management solution provides end-to-end quality of service (QoS) for enterprise networks with converged voice, video, and data?

- A. VMS
- B. LMS
- C. QPM
- D. RWAN

Answer: C

QUESTION 64

Which is an opportunity indicator for a CiscoWorks QoS Policy Manager (QPM) solution?

- A. A midsize insurance company hoping to cut toll-call costs to foreign branch offices.
- B. An Internet service provider (ISP) needing to provide better quality of service (QoS) to its customers.
- C. A growing enterprise wanting to automate and simplify diagnosing network problems at branch offices.
- D. A global enterprise needing end-to-end quality of service (QoS) for a converged

voice, video, and data network.

Answer: D

QUESTION 65

What supports the way-way transmission of voice traffic over a packet-switched Transmission Control Protocol/Internet Protocol (TCP/IP) network?

- A. Centrex
- B. Packet encryption
- C. Intelligent call routing
- D. Quality of service (QoS)

Answer: D

QUESTION 66

Which network technology allows for the monitoring of active communication networks to diagnose problems and gather statistics for network administration?
network security
content networking
network management
campus local-area network

Answer: C

QUESTION 67

Which feature of Cisco IOS allows customers flexibility and choice when selecting platforms for their networks?

- A. Open standards
- B. Quality of service (QoS)
- C. Remote software upgrades
- D. Broad installed base in platforms

Answer: A

QUESTION 68

Building long-term relationships with customers is the goal of which Cisco activity?

- A. Improvement in Cisco IOS.
- B. Customer satisfaction surveys.
- C. Investment in research and development.
- D. Acquisition of leading technology companies.

Answer: B

QUESTION 69

Which is an opportunity for a Cisco Works QoS Policy Manager (QPM) solution?

- A. midsize insurance
- B. internet service provider
- C. growing enterprise
- D. global enterprise

Answer:

QUESTION 70

As a Certkiller instructor you are required to select the valid statement regarding Cisco IP telephony components.

- A. Client includes hardware and software that provides standard telephone call processing services.
- B. Client includes voice gateways, switches, and routers.
- C. Client includes network-based software elements that enable advanced IP telephone functions.
- D. Client includes IP telephones that serve as end-user devices for the network.

Answer: D

QUESTION 71

As a Certkiller instructor you are required to select the valid statement regarding Cisco IP telephony components.

- A. Infrastructure includes hardware and software that provides standard telephone call processing services.
- B. Infrastructure includes voice gateways, switches, and routers.
- C. Infrastructure includes network-based software elements that enable advanced IP telephone functions.
- D. Infrastructure includes IP telephones that serve as end-user devices for the network.

Answer: B

QUESTION 72

You work as a network consultant at Certkiller .com. You have used the CISCO AVVID model to deploy a network for one of the clients.

What could be said regarding the Intelligent Network Services layer in this network?

- A. The application to gain competitive advantage feature would be enabled.
- B. The Network provisioning feature would be enabled.
- C. The Video on demand (VoD) feature would be enabled. \
- D. The Quality of service (QoS) prioritization feature would be enabled.

Answer: D

QUESTION 73

You work as a network consultant at Certkiller .com. One of your clients has a packet-switched Transmission Control Protocol/Internet Protocol (TCP/IP) network. Now they want use two-way transmission of voice traffic. What should you tell the client?

- A. Two-way voice transmission is not possible in this scenario.
- B. Quality of service (QoS) should be used.
- C. IP addressing should be used.
- D. Virtual local-area network (VLAN) should be used.
- E. Multicasting should be used.

Answer: B, C

Quality of Service

IP networks typically handle data traffic that does not need to arrive within a specified time frame. Also, if a data packet is lost, it is simply retransmitted. However, packets that carry telephone conversations over IP networks must arrive quickly and sequentially, and with no lost data. Quality of service (QoS) ensures that voice packets are given priority throughout the network so that conversations arrive intact.

IP Addressing

IP telephony uses IP addressing to enable two-way transmission of voice traffic over a packet-switched Transmission Control Protocol/Internet Protocol (TCP/IP) network.

QUESTION 74

You work a network administrator at Certkiller .com. Certkiller wants to use IP telephony to save money. What is a prerequisite in this scenario?

- A. A storage network must be present
- B. A switched network must be present.
- C. A routed network must be present.
- D. An optical network must be present.
- E. A content network must be present.

Answer: B

QUESTION 75

Which Cisco device do Internet service providers (ISPs) use to connect their customers to integrated services (data, voice, and video) and to the Internet?

- A. BPX 8600 Series
- B. MGX 8000 Series
- C. Catalyst 6500 Series
- D. AS5400 universal gateways

Answer: D

QUESTION 76

As a Certkiller instructor you are required to select the valid statement regarding Cisco IP telephony components.

- A. Call management includes hardware and software that provides standard telephone call processing services.
- B. Call management includes voice gateways, switches, and routers.
- C. Call management includes network-based software elements that enable advanced IP telephone functions.
- D. Call management includes IP telephones that serve as end-user devices for the network.

Answer: A

QUESTION 77

As a Certkiller instructor you are required to select the valid statement regarding Cisco IP telephony components.

- A. Voice applications includes hardware and software that provides standard telephone call processing services.
- B. Voice applications includes voice gateways, switches, and routers.
- C. Voice applications includes network-based software elements that enable advanced IP telephone functions.
- D. Voice applications includes IP telephones that serve as end-user devices for the network.

Answer: C

QUESTION 78

You work as a network consultant at Certkiller .com. Certkiller needs call-processing services for Cisco IP client devices. Which Cisco IP telephony product or series should be used?

- A. Cisco VG248 Analog Phone Gateway
- B. Cisco 6000 Series Multiservice Switches
- C. Cisco CallManager
- D. Cisco IP Contact Center (IPCC)

Answer: C

Explanation:

Cisco CallManager is the component of an IP telephony solution that provides standard call processing such as dial tone, signaling, and connection services for Cisco IP Phones

and SoftPhones.

Incorrect

Answer:

A: At the edge of an IP telephony infrastructure are Cisco voice gateways that connect IP and analog devices to the PSTN. The Cisco VG248 Analog Phone Gateway and the Analog Telephone Adapter 180 Series connect legacy communication systems - including voice mail, analog telephones, and fax machines - to the PSTN.

B: Cisco offers a wide range of scalable hardware to support IP telephony functions in the network infrastructure. The Catalyst 3524-PWR for branch office applications and Catalyst 4000 Series Modular Switches and 6000 Series Multiservice Switches for enterprise applications connect IP clients to the network. Call-processing software that resides in a 7800 Series Media Convergence Server (MCS) is a primary call-handling approach for enterprise networks.

D: The Cisco IP Contact Center (IPCC) is an integrated suite of software solutions that provides a flexible infrastructure for managing customer service. IPCC enables virtual IP-based customer service contact centers with capabilities such as interactive voice response, automated call distribution, and incoming call management. For example, IPCC can forward customer inquiries to service personnel regardless of their physical location on the network.

QUESTION 79

Your Certkiller trainee Jack is curious about IP telephony elements. Which of the following can be said to be a call management component?

- A. Call-processing software
- B. Private branch exchange (PBX)
- C. Voice gateway
- D. IP telephone

Answer: A

QUESTION 80

Your boss at Certkiller asks you what IP Telephony component is best characterized as being voice application.

What should you tell him?

- A. IP telephone
- B. Advance audio conferencing software
- C. Voice gateway (L answer)
- D. Private branch exchange (PBX)

Answer: B

QUESTION 81

You work as a network consultant at Certkiller .com. One of your clients has multiple global call centers. This client now wants to reduce costs and improve

customer service.

What Cisco solution best meets the requirement for this client?

- A. Routing and Remote access (RRAS)
- B. Internet Protocol (IP) telephony
- C. Wireless local-area network (WLAN)
- D. Storage-area network (SAN)
- E. Virtual Private Network (VPN)

Answer: B

QUESTION 82

You work as a network consultant at Certkiller .com. One of your clients requires a hardware component that has the following characteristics:

1. It collects and combines traffic from customer premises equipment (CPE)
2. It separate signals that are going to the CPEs.

What should you tell them?

- A. Use a cable splitter.
- B. Use a switch.
- C. Use a digital subscriber line access multiplexer (DSLAM)
- D. Use a cable Modem termination System (CMTS) equipment
- E. Use a cable access router.
- F. Use a standard router.

Answer: C

QUESTION 83

You work as a network consultant at Certkiller .com. One of your clients wants to connect a LAN to a WAN.

What should you tell them?

- A. Use a bridge.
- B. Use a hub.
- C. Use a switch.
- D. Use a layer-2/3 switch
- E. Use a router.
- F. Use a gateway.

Answer: E

QUESTION 84

You work as a network consultant at Certkiller .com. One of your clients has a midsize campus LAN. The client asks you which area in their network is used as

- A) the aggregation point distribution-area switches.

And

B) the connection point between the LAN and the WAN.

- A. Application
- B. Distribution
- C. Convergence
- D. Core
- E. Access

Answer: D

QUESTION 85

Your Certkiller trainee Bob asks you to characterize a switch. What should you tell him?

- A. A switch broadcasts data messages to all devices that are connected to it.
- B. A switch forwards data messages based on the destination address of the message.
- C. A switch reads Layer-5 information and sends data directly to the router.
- D. A switch stores data on the network.

Answer: B

QUESTION 86

You work as a network consultant at Certkiller .com. One of your clients needs to set up a campus LAN. You are required to select appropriate network components for this client. (Select three.)

- A. Hub
- B. Bridge
- C. Switch
- D. Gateway
- E. Layer-2/3 switch
- F. Layer-12/13 switch
- G. Router
- H. PBX system

Answer: C, E, G

QUESTION 87

The account manager at Certkiller .com recommends a WAN solution with universal gateways.

For which customers is this recommendation valid?

- A. For customers that requires flexibility for remote workers who connect to the company from their homes.
- B. For customers that have enterprise branch offices that must connect to the Internet over the Public Switched Telephone Network (PSTN).

C. For customers that requires collaboration between project teams at different locations around campus.

D. For customers that requires mobility for offsite personnel who work at local client locations.

Answer: B

QUESTION 88

Limited TAC support is available under which warranty option?

A. 90-day limited hardware warranty.

B. 1 year limited hardware warranty.

C. 5 year limited hardware and 1 year limited software warranties.

D. Limited lifetime hardware warranty.

Answer: A

QUESTION 89

SMARTnet and SMARTnet Onsite provide which two services? (Choose two)

A. Updates to all Cisco software.

B. Support for Cisco IOS software.

C. Registered access to Cisco.com.

D. Support for application software such as Cisco CallManager.

Answer: A, C

QUESTION 90

Which Cisco Technician Service and Support program offers service providers with the support they need to keep their networks running?

A. SASE

B. SPBase

C. SMARTnet

D. Shared Support

Answer: A, C

QUESTION 91

Which three are benefits of advance replacement? (Choose three)

A. It saves customers time.

B. Customers receive the latest software releases.

C. Customers do not incur costs associated with warehousing and inventory management.

D. It gives immediate access to a technical expert who can quickly diagnose and resolve hardware issues.

Answer: A, C, D

QUESTION 92

Which three are standard Cisco warranties? (Choose three)

- A. Full lifetime hardware warranty.
- B. Standard 90-day hardware and software warranty.
- C. End-user software license agreement and software warranty.
- D. Five-year limited hardware and one-year limited software warranty.

Answer: A, B, C

QUESTION 93

Approximately 75% of all Cisco customers regularly update their Cisco IOS software.

What is a potential consequence of not regularly updating Cisco IOS software?

- A. Employee dissatisfaction could increase.
- B. A customer could fall behind competitors in the market.
- C. A customer may not be able to use all their software on their company network.
- D. It could take longer to escalate calls within the Cisco Technical Assistance Center (TAC).

Answer: B

QUESTION 94

In addition to telephone assistance, where can customers receive assistance from the Cisco Technical Assistance Center (TAC)?

- A. The Cisco TAC website.
- B. Their Service Account Manager (SAM).
- C. Industry-leading Cisco technical journals.
- D. The Help feature within the Cisco Bug Toolkit.

Answer: A

QUESTION 95

Which city is the location of one of Cisco's four main Technical Assistance Centers (TACs)?

- A. Tokyo, Japan
- B. Houston, USA
- C. Brussels, Belgium
- D. Moscow, Russia
- E. New York City, USA

Answer: C

Locations of the TAC support centers are Sydney, San Jose, Raleigh, and Brussels.

QUESTION 96

Why is the "follow-the-sun" model important?

- A. Some countries provide better support than others.
- B. Customers can work with their favorite Support Engineer.
- C. Customers can communicate with Cisco in the same hemisphere.
- D. Customers can get support 24 hours a day, seven days a week, regardless of their location.

Answer: D

QUESTION 97

What is the minimum number of days Cisco hardware and software products are covered under warranty?

- A. 30
- B. 60
- C. 90
- D. 120

Answer: C

Cisco hardware and software products are covered by Cisco Standard warranty for 90 Days.

QUESTION 98

Your customer has a service program that provides 8x5xNBD advance replacement of hardware.

Once your customer calls the Cisco Technical Assistance Center (TAC) to request the service, what is the cut off time that the call must be received by to deploy parts the next business day?

- A. 1 p.m. local time
- B. 2 p.m. local time
- C. 3 p.m. local time
- D. 4 p.m. local time

Answer: C

QUESTION 99

A situation in which the existing network is severely degraded, or significant aspects of the customer's business operation are being negatively impacted by unacceptable network performance most closely corresponds to which priority level?

- A. Priority Level 1
- B. Priority Level 2
- C. Priority Level 3
- D. Priority Level 4

Answer: B

QUESTION 100

What does the Cisco Technical Support Services portfolio provide customers?

- A. resources that help ensure that Cisco products operate efficiently, remain highly available, and benefit from up-to-date system software
- B. consultation that helps customers benefit from Cisco internal best practices, Internet Protocol (IP) expertise, and networking experience
- C. a unified suite of professional engineering support offerings that helps customers ensure their networks can support the latest network applications and technologies
- D. consultation that helps customers identify third-party software and equipment that enables their business applications to meet their own specific business goals

Answer: B

Whether your company is a large organization, a small to medium-sized business or a service provider, Cisco Systems is committed to helping you to maximize the return on your network investment. Cisco offers a Technical Support Services to help ensure that your Cisco products operate efficiently and benefit from the most up-to-date software releases.

Cisco Technical Support Services offers the following features, which enables network investment protection and minimal downtime for systems running mission-critical applications:

Provides a wealth of Cisco networking expertise - online and via telephone
Creates a proactive support environment with software updates as an ongoing integral part of your network operations, not merely a remedy when something goes wrong.

Makes Cisco technical knowledge and resources available to you on demand
Augments the resources of your operations technical staff to enable you to increase productivity.

Complements remote technical support with onsite hardware replacement
SMARTnet and SMARTnet Onsite

Provides registered access to Cisco.com for online technical assistance, access to the Cisco Technical Assistance Center (TAC), Cisco IOS(r) Software updates and upgrades, and advance replacement of failed hardware.
SAS/SASU

(Software Application Services and Software Application Services plus Upgrades) Maximize the value of your application technology with around-the-clock access to technical support and software upgrades and updates.

SP Base and SP Base Onsite

This service offering tailored for the Service Provider audience provides registered access to Cisco.com for online technical assistance, access to the Cisco Technical Assistance Center (TAC), Cisco IOS(r) Software updates and upgrades, and advance replacement of failed hardware.

QUESTION 101

Without a service contract that supports the refresh of Cisco IOS software, what must customers do?

- A. use an alternative to Cisco IOS software
- B. purchase releases, enhancements, or updates separately
- C. find a network application software that can perform the same functions
- D. call the Cisco Technical Assistance Center (TAC) to obtain releases, enhancements, or upgrades

Answer: B

If they don't have a contract they would have to purchase a new IOS.

QUESTION 102

You work as a network consultant at Certkiller .com. One of your clients is considering migrating to an IP telephony solution.

What would an advantage for the client if they migrate?

IP telephony creates an encrypted tunnel for voice through a Transmission Control Protocol (TCP/IP) network.

IP telephony enables two-way voice transmission over a packet-switch TCP/IP network.

IP telephony eliminates the need for physical cabling in a TCP/IP network.

IP telephony synchronizes password exchanges for call setup

Answer: B

QUESTION 103

Which network component includes the Cisco CallManager software?

- A. Cisco Media Convergence Server (MCS)
- B. Cisco SoftPhone
- C. Cisco internet Protocol Contact Center (IPCC)
- D. Cisco IP telephone (pass)

Answer: A

Cisco CallManager is the component of an IP telephony solution that provides standard call processing such as signaling and connection services for Cisco IP phones and softphones. CallManager also includes applications that support services such as voice mail and audioconferencing. The CallManager application is typically installed on a network server.

QUESTION 104

Which Cisco Internet Protocol (IP) telephony product or series is a Windows-based application for the personal computer (PC) that supports end-user client functions, including the integration of contact directories and a drag-and-drop interface for conference calling?

- A. Cisco SoftPhone
- B. Cisco CallManager
- C. Cisco Conference Connection
- D. Cisco Internetwork Operating System (IOS)

Answer: A

QUESTION 105

Which two Internet Protocol (IP) telephony devices are best categorized as infrastructure components? (Choose two)

- A. IP telephones
- B. Voice gateways
- C. Call management software
- D. Media Convergence Servers (MCSs)

Answer: B, D

QUESTION 106

You work as a network consultant at Certkiller .com. One of your clients is planning to use IP Telephony. They are looking for an integrated suite of software solution that provides a flexible infrastructure for managing customer service. Which should you suggest?

- A. Use Cisco CallManager.
- B. Use Cisco IP Contact Center (IPCC).
- C. Use Cisco Conference Connection.
- D. Use Cisco Integrated Communication System (ISC) 7750.

Answer: B

QUESTION 107

You work as a network consultant at Certkiller .com. One of your clients wants to connect an IP network and a legacy communication system to the Public Switched Telephone network (PSTN). What should you tell the client?

- A. Use Cisco VG248 Analog Phone Gateway.
- B. Use Cisco 7800 Series Media Convergence Server (MCS).
- C. Use Cisco CallManager.

D. Use Survivable Remote Site Telephony (SRST).

Answer: A

QUESTION 108

A software engineering firm wants to streamline call center operations to reduce customer wait times and improve employee productivity.

Which Cisco solution best matches this business need?

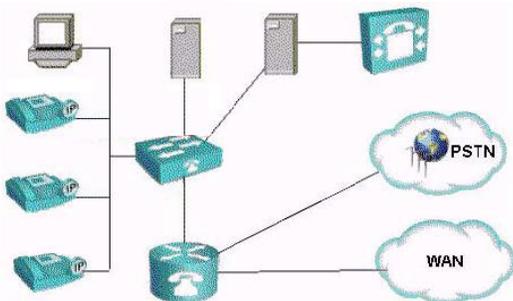
- A. Storage-area network (SAN)
- B. Digital subscriber line (DSL)
- C. Internet Protocol (IP) telephony
- D. Wireless local-area network (WLAN)

Answer: C

QUESTION 109

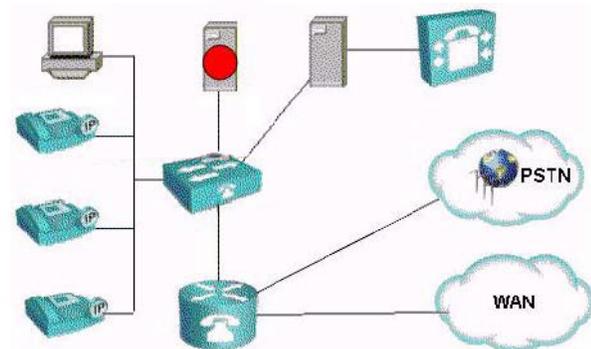
Click on the Internet Protocol (IP) telephony call management component on the network.

Click on the Internet Protocol (IP) telephony call management component on the network.



Answer:

Click on the Internet Protocol (IP) telephony call management component on the network.



QUESTION 110

Which Internet Protocol (IP) telephony component category includes network-based software elements that enable advanced IP telephony functions?

- A. Clients

- B. Infrastructure
- C. Call management
- D. Voice applications

Answer: D

QUESTION 111

A global manufacturer of automobile parts wants to implement specialized voice applications to increase productivity and reduce the cost of overseas toll calls. Which Cisco solution best matches this business need?

- A. Optical network
- B. Digital subscriber line (DSL)
- C. Internet Protocol (IP) telephony
- D. Wireless local-area network (WLAN)

Answer: C

QUESTION 112

DRAG DROP

Descriptions

- Provides a complete IP telephony solution for midsize business and enterprise branch offices
- Windows-based application for the personal computer (PC) that supports end-user client functions
- Provides a flexible infrastructure for managing customer service
- Provides standard call-processing services for Cisco IP Telephony client devices.
- Connects IP networks or legacy communication systems to the Public Switched Telephone Network (PSTN)

Product/Series

| | |
|---|------------------------|
| Cisco Analog Voice Gateways | Place description here |
| Cisco CallManager | Place description here |
| Cisco IP Contact Center (IPCC) | Place description here |
| Cisco SoftPhone | Place description here |
| Cisco Integrated Communications System (ICS) 7750 | Place description here |

Answer:

Product/Series

| | |
|---|--|
| Cisco Analog Voice Gateways | Connects IP networks or legacy communication systems to the Public Switched Telephone Network (PSTN) |
| Cisco CallManager | Provides standard call-processing services for Cisco IP Telephony client devices. |
| Cisco IP Contact Center (IPCC) | Provides a flexible infrastructure for managing customer service |
| Cisco SoftPhone | Windows-based application for the personal computer (PC) that supports end-user client functions |
| Cisco Integrated Communications System (ICS) 7750 | Provides a complete IP telephony solution for midsize business and enterprise branch offices |

QUESTION 113

You work as a network consultant at Certkiller .com. You are required to sell Cisco Internet Protocol (IP) telephony solutions. Which would be the two best would-be customers? (Choose two)

- A. An enterprise with multiple offices must provide access to large volumes of content to support a wide variety of business operations.
- B. A growing publishing firm needs a secure way for remote content editors to connect through the Internet to the company extranet.
- C. A global supplier of integrated processors wants to implement specialized voice applications to increase productivity and reduce the cost of overseas toll calls.
- D. An accounting software manufacturer wants to streamline call center operations to reduce customer wait time and improve employee productivity.

Answer: C, D

QUESTION 114

Your Certkiller trainee Jack asks you which IP telephony component category include IP telephones.

- A. Call management
- B. Clients
- C. Voice application
- D. Infrastructure

Answer: B

QUESTION 115

DRAG DROP

As a Certkiller instructor you are required to drag the appropriate IP telephony component to the appropriate description.

| Place here | Description | Select from these |
|------------|--|--------------------|
| Place here | includes network-based software elements that enable advanced IP telephone functions | Call Management |
| Place here | includes voice gateways, switches, and routers | Voice Applications |
| Place here | includes IP telephones that serve as end-user devices for the network | Infrastructure |
| Place here | includes hardware and software that provides standard telephony call processing services | Client |

Answer:

| Place here | Description | Select from these |
|--------------------|--|-------------------|
| Voice Applications | includes network-based software elements that enable advanced IP telephone functions | |
| Infrastructure | includes voice gateways, switches, and routers | |
| Client | includes IP telephones that serve as end-user devices for the network | |
| Call Management | includes hardware and software that provides standard telephony call processing services | |

QUESTION 116

Your Certkiller trainee Jack is curious about IP telephone devices. She asks you which two are best characterized as client components? (Choose two)

- A. IP telephony-enable personal computers (PCs)

- B. Analog phone gateways
- C. Media Convergence Servers (MCSs)
- D. IP telephones

Answer: A, D

QUESTION 117

You work as a network consultant at Certkiller .com. One of your clients, a drug rehab clinic, is required to protect the electronic transactions that include personal patient healthcare information, in order to guard the privacy of the patient. What Cisco solution should you use?

- A. Use Storage-area network (SAN)
- B. Use network security
- C. Use Content delivery network (CDN)
- D. Use optical networking

Answer: B

QUESTION 118

Which Cisco product allows customers to centrally manage their network security policies?

- A. Cisco Firewall Services Module (FWSM)
- B. Cisco Security Posture Assessment (SPA)
- C. Cisco Secure Access Control Server (ACS)
- D. Cisco Virtual Private Network/Security Management Solution (VMS)

Answer: D

QUESTION 119

What are two software-based attacks that disable individual workstations and typically spread from user to user by e-mail? (Choose two)

- A. Worm
- B. Virus
- C. Trojan
- D. Executable

Answer: A, B

QUESTION 120

DRAG DROP

Match each Cisco Network Security product with its description.

| Place here | Description | Select from these |
|------------|--|--|
| Place here | centralizes control of network-wide security policies | Cisco Secure Access Control Server (ACS) |
| Place here | software-based product blocks unwanted connections for small businesses | Cisco Internetwork Operating System (IOS) Firewall |
| Place here | verifies the performance of network security strategy and policies | Cisco Virtual Private Network/Security Management Solution (VMS) |
| Place here | centralizes oversight of user authentication, authorizations, and accounting | Cisco Security Posture Assessment (SPA) |

Answer:

| Place here | Description | Select from these |
|--|--|-------------------|
| Cisco Virtual Private Network/Security Management Solution (VMS) | centralizes control of network-wide security policies | |
| Cisco Internetwork Operating System (IOS) Firewall | software-based product blocks unwanted connections for small businesses | |
| Cisco Security Posture Assessment (SPA) | verifies the performance of network security strategy and policies | |
| Cisco Secure Access Control Server (ACS) | centralizes oversight of user authentication, authorizations, and accounting | |

QUESTION 121

You work at Certkiller , a network service provided. Certkiller needs to prevent DoS (Denial of Service) attacks that previously had disabled Internet access for many clients.

What Cisco solution would fit this scenario best?

- A. Wireless network
- B. Virtual Private Network (VPN)
- C. Network security
- D. Content networking

Answer: C

QUESTION 122

Someone sends strings of pointless commands to a network device.

What is occurring?

- A. A virus attack.
- B. A worm attack.
- C. Data interception attack.
- D. A Denial of service (DoS) attack.

Answer: D

QUESTION 123

Your boss at Certkiller is concerned about the privacy and integrity of transmitted information. She asks you which network security threat is relevant to these concerns.

What should you tell her?

- A. Denial of Service attacks

- B. Lost password
- C. Link fault error
- D. E-mail virus
- E. Data interception
- F. Hoaxes

Answer: E

QUESTION 124

Doug, your Certkiller .com trainee, asks you why authentication is a part of a network security solution. What should you tell Doug?

- A. Authentication is used to create virtual connections between validated remote users and a private network.
- B. Authentication is used to block unwanted connections and content from both internal and external sources.
- C. Authentication is used to validate the identity of users who connect to the network.
- D. Authentication is used to limit the availability of network resources by defining the usage privileges of authorized users.

Answer: C

QUESTION 125

You work at Certkiller and you required to target potential customers to sell Cisco virtual Private Network (VPN) solutions. Which of the following two should you contact? (Choose two)

- A. An online movie retailer with multiple downloading locations that wants to centralize access to large media files.
- B. A bank that opens several branch offices require secure access to underwriting information on the corporate extranet.
- C. A denial of service (DoS) attack that disables Internet access for several thousand customers of a large Internet Service Provider (ISP).
- D. A growing exam vendor that needs a secure way for remote content editors to connect through the Internet to the company extranet.

Answer: B, D

QUESTION 126

Which network security strategy element refers to actions taken to evaluate the effectiveness of overall protections and to identify new vulnerabilities?

- A. Test the system
- B. Analyze and improve
- C. Monitor and respond
- D. Develop security policy

Answer: A

QUESTION 127

A growing publishing firm needs a secure way for remote content editors to connect through the Internet to the company extranet.

Which Cisco solution best meets this business need?

- A. IP telephony
- B. Wireless network
- C. Content networking
- D. Virtual Private Network (VPN)

Answer: D

QUESTION 128

Which Cisco product is a stand-alone hardware component that blocks unwanted connections to the network?

- A. Cisco Firewall Services Module (FWSM)
- B. Cisco Private Internet Exchange (PIX) Firewall
- C. Cisco Internetwork Operating System (IOS) Firewall
- D. Cisco Virtual Private Network/Security Management Solution (VMS)

Answer: B

QUESTION 129

DRAG DROP

Exhibit

| Place here | Cisco Product/Product family | Select from these |
|------------|--|-------------------------|
| Place here | Cisco Firewalls | Develop security policy |
| Place here | Cisco Security Monitoring | Test the system |
| Place here | Cisco Security Posture Assessment (SPA) | Secure the Network |
| Place here | Cisco Virtual Private Network/ Security Management Solution (VMS) | Monitor and respond |

You are required to match the Cisco product/product family with the matching security element.

Answer:

| Place here | Cisco Product/Product family | Select from these |
|-------------------------|--|-------------------|
| Secure the Network | Cisco Firewalls | |
| Monitor and respond | Cisco Security Monitoring | |
| Test the system | Cisco Security Posture Assessment (SPA) | |
| Develop security policy | Cisco Virtual Private Network/ Security Management Solution (VMS) | |

QUESTION 130

A partnership between an architectural firm and an engineering consulting company requires a network-to-network connection to boost productivity and prevent interception of proprietary information.

Which Cisco solution best meets this business need?

- A. IP Telephony
- B. Storage-area network (SAN)
- C. Virtual Private Network (VPN)
- D. Content delivery networking (CDN)

Answer: D

QUESTION 131

Which network component blocks unwanted connections and content from both internal and external sources?

- A. Extranet
- B. Firewall
- C. Access control
- D. Virtual Private network (VPN) tunnel

Answer: B

QUESTION 132

As a Certkiller instructor you are required to select the valid statement.

- A. Access control validates the identity of remote users who connects to a private network.
- B. Access control creates virtual connections between remote users and a private network.
- C. Access control blocks unwanted connections and content from external users.
- D. Access control limits the availability of network resources to remote users.

Answer: D

QUESTION 133

As a Certkiller instructor you are required to select the valid statement.

- A. Virtual Private Networking (VPN) Tunneling validates the identity of remote users who connects to a private network.
- B. Virtual Private Networking (VPN) Tunneling creates virtual connections between remote users and a private network.
- C. Virtual Private Networking (VPN) Tunneling blocks unwanted connections and content from external users.
- D. Virtual Private Networking (VPN) Tunneling limits the availability of network

resources to remote users.

Answer: B

QUESTION 134

You work as a network consultant at Certkiller . The company wants to provide gateway security, including blocking of unwanted connected, for a small business. Which Cisco product software component would apply in this scenario?

- A. Cisco Firewall Service Module (FWSM)
- B. Cisco Internetwork Operating System (IOS) Firewall
- C. Cisco Secure Access Control Server (ACS)
- D. Cisco Private Internet Exchange (PIX) Firewall

Answer: B

IOS firewall is a software base solution which is for small business.

The Cisco IOS Firewall is a software-based solution, which, when installed on any Cisco IOS-capable router, offers an alternative to firewall devices. Smaller customers may opt to use the Cisco IOS Firewall solution with a router for a single device that serves multiple purposes.

Not C: Because you are asking for a software based solution. Pix are all hardware.

QUESTION 135

Certkiller provide content networks to service providers. Which of the following statements are correct?

- A. The service providers are able to receive bandwidth costs that shift to the user end of the network.
- B. The service providers receive more control over delivery of content to users.
- C. The service providers are able to receive bandwidth costs that shift to the core end of the network.
- D. The service providers receive content routing that centralizes content at the server farm.

Answer: A

QUESTION 136

You work at Certkiller . The company has recently had problems with an intruder that has made several failed login attempts. Which network security strategy element should be used by Certkiller in this scenario?

- A. Secure the network.
- B. Monitor and respond.
- C. Develop security policy.
- D. Test the system.

Answer: B

QUESTION 137

You work at Certkiller . The company wants to protect network services and resources. Which strategy should be used by Certkiller in this scenario?

- A. Collaborative networking
- B. Content storage networking
- C. Network security
- D. Network management

Answer: C

QUESTION 138

You work as a network consultant at Certkiller .com. One of your clients needs a hardware component with the following characteristics:

1. content filtering must be provided
2. gateway security functions for 6500 Series Catalyst must be provided.

What should you tell the client?

- A. Use Cisco VPN/Security management Solution (VMS).
- B. Use Cisco Internetworking Operating System (IOS) Firewall.
- C. Use Cisco Private Internet Exchange (PIX) Firewall.
- D. Use Cisco Firewall Services Module (FWSM).

Answer: D

Cisco 500 Series PIX firewalls are dedicated, hardware-based solutions for any size network. They were specifically designed for content filtering and other gateway security functions. The Cisco Firewall Services Module (FWSM) for Catalyst 6500 switches is a line card based on Cisco PIX Firewall technology that offers large enterprises and service providers the same security and reliability as the PIX family of firewall devices

QUESTION 139

You work as a network consultant at Certkiller . Your client wants to run voice traffic over the exist frame relay network, but is not prepare to deploy to IP telephone at this point?

What network hardware you recommend to this request?

- A. Call Manger
- B. Voice gatekeeper
- C. Voice Gatekeeper
- D. Multicultural unit
- E. Frame relay access Device

Answer: E

QUESTION 140

What best characterizes Cisco firewalls?

- A. They are used to secure the network.
- B. They are used to monitor and respond.
- C. They are used to develop security policies.
- D. They are used to test the system

Answer: A

QUESTION 141

What best characterizes Cisco Virtual Private Network/Security Management Solution (VMS)?

- A. It is used to secure the network.
- B. It is used to monitor and respond.
- C. It is used to develop security policies.
- D. It is used to test the system

Answer: C

QUESTION 142**DRAG DROP**

As a Certkiller instructor you are required to match each network security system with the appropriate description.

| Place here | Description | Select from these |
|------------|--|--|
| Place here | validates the identity of remote users who connects to a private network | Firewall |
| Place here | creates virtual connections between remote users and a private network | Authentication |
| Place here | blocks unwanted connections and content from external users | Access Control |
| Place here | limits the availability of network resources to remove users | Virtual Private Networking (VPN) Tunneling |

Answer:

| Place here | Description | Select from these |
|--|--|-------------------|
| Authentication | validates the identity of remote users who connects to a private network | |
| Virtual Private Networking (VPN) Tunneling | creates virtual connections between remote users and a private network | |
| Firewall | blocks unwanted connections and content from external users | |
| Access Control | limits the availability of network resources to remove users | |

QUESTION 143

Which security function is performed in the server farm model of enterprise composite network model?

- A. Port security

- B. Packet filtering
- C. Private VLAN
- D. AAA control

Answer: B

QUESTION 144

What best characterizes Cisco Security Posture Assessment (SPA)?

- A. It is used to secure the network.
- B. It is used to monitor and respond.
- C. It is used to develop security policies.
- D. It is used to test the system

Answer: D

QUESTION 145

What best characterizes Cisco Security Monitoring?

- It is used to secure the network.
- It is used to monitor and respond.
- It is used to develop security policies.
- It is used to test the system

Answer: B

QUESTION 146

As a Certkiller instructor you are required to select the valid statement.

- A. A firewall validates the identity of remote users who connects to a private network.
- B. A firewall creates virtual connections between remote users and a private network.
- C. A firewall blocks unwanted connections and content from external users.
- D. A firewall limits the availability of network resources to remote users.

Answer: C

QUESTION 147

As a Certkiller instructor you are required to select the valid statement.

- A. Authentication validates the identity of remote users who connects to a private network.
- B. Authentication creates virtual connections between remote users and a private network.
- C. Authentication blocks unwanted connections and content from external users.
- D. Authentication limits the availability of network resources to remote users.

Answer: A

QUESTION 148

Your Certkiller trainee Jack asks you to describe Virtual Private Networking. What should you tell her?

- A. VPN is an encrypted connection between endpoints.
- B. VPN is a remote client that is attached to a private network by an optical link.
- C. VPN is an Internet-based website that requires the user to submit a password to gain entrance.
- D. VPN is a connection that relies on synchronized password exchanges between the network and the user.

Answer: A

QUESTION 149

Certkiller .com sets up a joint venture with a community collage. Community collage instructors are required to connect to the Certkiller intranet. Which solution, in the context of Cisco solutions, should be used?

- A. Use IP telephony.
- B. Use Virtual Private Network (VPN)
- C. Use Content delivery network (CDN)
- D. Use Remote access (RAS).
- E. Use Storage-area network (SAN)

Answer: B

QUESTION 150

You work as a network consultant at Certkiller .com. You are securing a network for a client. You implement physical and virtual barriers in order to protect the network.

What network security element corresponds to this activity?

- A. Monitor and respond
- B. Develop security policy
- C. Test the system
- D. Secure the network

Answer: D

After a security policy is in place, the next step is to implement barriers around the network that serve as both physical and virtual protections against possible threats. Security barriers include firewalls, authentication products, access-control products, and tunneling and encryption techniques that support VPN connections for remote network users.

QUESTION 151

Certkiller Inc. wants to implement network management in order to save money and time to automate some tasks. Which two statements are valid? (Choose two)

- A. Network Management automates the process of monitoring online purchasing.
- B. Network Management automates the process of monitoring user access to storage files.
- C. Network Management automates the process of configuring changes to hardware and software.
- D. Network Management automates the process of monitoring and troubleshooting network devices.

Answer: C, D

Explanation: As network management becomes increasingly complex, operational staffs will find themselves continually adding and moving devices, configuring changes to software and hardware, and monitoring and troubleshooting problems with devices. A network management solution can automate these repetitive tasks, saving time and money and reducing the chances of network outage that human error causes.

QUESTION 152

You work as a network consultant at Certkiller .com. One of your clients has opted for Cisco Advisory Services. What would this provide?

- A. It would provide consultation that helps customers benefit from Cisco internal best practices, Internet Protocol (IP) expertise, and networking experience.
- B. It would provide a unified suite of professional engineering support offerings that helps customers ensure their networks can support the latest network applications and technologies.
- C. It would provide resources that help ensure that Cisco products operate efficiently, remain highly available, and benefit from up-to-date system software.
- D. It would provide consultation that helps customers identify third-party software and equipment that enables their business applications to meet their own specific business goals.

Answer: A

QUESTION 153

You work as a network consultant at Certkiller .com. One of your clients has access to the Cisco Advanced Services.

What will be provided to the customer?

- A. Resources that help ensure that Cisco products operate efficiently, remain highly available, and benefit from up-to-date system software.
- B. A unified suite of professional engineering support offerings that helps customers

ensure their network can support that latest network applications and technologies

C.

Consultation that helps customers identify third-party software and equipment that enables their business applications to meet their own specific business goals.

D. Consultation that helps customers benefit from Cisco internal best practices, Internet Protocol (IP) expertise, and networking experience.

Answer: B

QUESTION 154

You work as a network consultant at Certkiller .com. One of your clients has the following requirements:

1. reduce budget
2. reduce IT personnel
3. increase network security
4. desire to provide more complex networks

You are required to select an appropriate network technology for this client.

- A. You should recommend a Storage-area network (SAN)
- B. You should recommend a Content delivery network (CDN)
- C. You should recommend a Wireless local-area network (WLAN)
- D. You should recommend an Optical network.
- E. You should recommend Network management.
- F. You should recommend a Windows 2000 Routing and Remote Access (RRAS) server.

Answer: E

QUESTION 155

You work as an account manager at Certkiller .com. Certkiller plan to migrate to an advanced IP telephony solution. However, they are concerned about maintaining staff productivity during the migration process.

What Cisco service and support portfolio should you recommend? Also motivate the selection. (Select two.)

- A. Usage of Advanced Services....
- B. Usage of Technical Service and Support....
- C. Usage of Advisory Services....
- D. ...because a key component provides software upgrades that maximize network reliability.
- E. ...because a key component helps organization align business requirements with network availability.
- F. ...because of the portfolio's focus on providing customers with Cisco IP expertise.
- G. ... because a key component provides online tools and support.

Answer: A, E

QUESTION 156

You work as a network consultant at Certkiller .com. One of your clients wants to improve the handling of network problems at the regional offices. In particular they want to simply and automate this task.

What should you tell them?

- A. Use Virtual Private Network (VPN).
- B. Use Network management.
- C. Use Frame Relay.
- D. Use Content delivery network (CDN).
- E. Use High-speed access.

Answer: B

QUESTION 157

You work as DSL broadband sales person at Certkiller . What should you tell potential DSL customers?

Which benefit does digital subscriber line (DSL) systems for broadband access provide to the user?

- A. Digital subscriber line (DSL) systems provide a secure access to company extranet.
- B. Digital subscriber line (DSL) systems provide data and audio signals that share the same communications infrastructure.
- C. Digital subscriber line (DSL) systems provide dedicated lines for high security data transfer.
- D. Digital subscriber line (DSL) systems provide a simple solution for high-quality digital video using coaxial cable.

Answer: B

QUESTION 158

You work as a network consultant at Certkiller . One Certkiller client has the following requirements:

1. WAN monitoring
2. Traffic management
3. Access control
4. to administer a routed network build on Cisco devices

You are required to recommend a Cisco product for this client. What would you recommend?

- A. A Catalyst LMS
- B. A CiscoWorks Routed WAN (RWAN)
- C. A CiscoWorks LAN Management Solution (LMS)
- D. An Aironet WAN 2000

Answer: B

QUESTION 159

Which networking solution is appropriate for a financial services firm with employees in remote offices who expect to have access to the same internal communications as employees at primary company facilities?

- A. High-speed access
- B. Wide-area network (WAN)
- C. Campus local-area network (LAN)
- D. Wireless local-area network (WLAN)

Answer: B

QUESTION 160

A Certkiller trainee asks you, in the context of a CiscoWorks network LAN Management Solution (LMS), what an opportunity indicator is. What should you tell the trainee?

- A. An opportunity indicator is a growing enterprise wanting to automate and simplify diagnosing network problems at branch offices.
- B. An opportunity indicator is an Internet service provider (ISP) needing to provide better quality of service (QoS) to its customers.
- C. An opportunity indicator is a global enterprise deploying a converged network of voice, video, and data.
- D. An opportunity indicator is a small insurance company hoping to cut toll-call costs to foreign branch offices.

Answer: A

QUESTION 161

Your Certkiller trainee is curious about Cisco Works RWAN network management. What should you tell him? (Choose two)

- A. It can be used to centrally manages QoS policies.
- B. It can be used to manage VPN connections.
- C. It can be used to provide remote access to users.
- D. It can be used to troubleshoot performance "bottlenecks".
- E. It can be used to configure use across network links.
- F. It can be used to troubleshoot LAN devices.

Answer: D, E

QUESTION 162

Your Certkiller trainee asks you what good Cisco IOS is for networks. What should you tell him?

- A. Cisco IOS provides network intelligence that enables business-critical applications.
- B. Cisco IOS provides network management that automates moves, adds, and changes.
- C. Cisco IOS provides content routing that pushes high-priority media to the network edge
- D. Cisco IOS provides network management that automates transaction backups.

Answer: A

QUESTION 163

Cisco has a specific goal regarding its position in the marketplace. Which of the following is it?

- A. Cisco aims to be in the top 10% in every market in which Cisco participates.
- B. Cisco aims to be first or second in every market in which Cisco participates.
- C. Cisco aims to be first in every market in which Cisco participates.
- D. Cisco aims to be in the top 1% in every market in which Cisco participates.

Answer: B

QUESTION 164

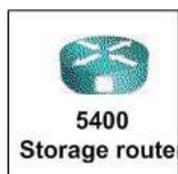
As a Certkiller instructor you are required to select the valid statement.

- A. An expansion slot in a workstation expands the memory of a workstation.
- B. An expansion slot in a workstation connects to the main computer assembly.
- C. An expansion slot in a workstation connects to the bus.
- D. An expansion slot in a workstation connects to the motherboard.

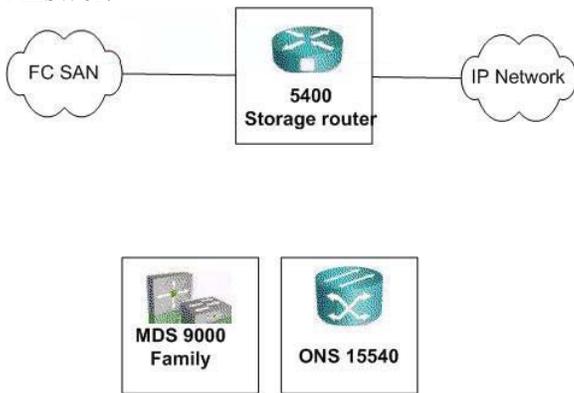
Answer: C

QUESTION 165

You work as a network consultant at Certkiller .com. You are required to select a Cisco Hardware device to connect two network components in the Certkiller network. Which product should you use?



Answer:



QUESTION 166

Certkiller .com, a producer of educational videos, are contemplating to use an optical networking solution to improve productivity.

The optical network technology provides two customer business needs? (Select two.)

- A. The optical network technology enables high-speed transfer of digitized video between the special effects and editing departments.
- B. The optical network technology ensures the secure transfer of digitized film backups to an offsite storage facility.
- C. The optical network technology reduces the costs of online collaboration between screenwriters and special effects coordinators.
- D. The optical network technology eliminates the need to transfer digitized film backups to an offsite storage facility.

Answer: A, C

QUESTION 167

Which two characteristics of optical networks allow data to be transmitted over extremely long distances? (Choose two)

- A. No encryption
- B. Minimal signal loss
- C. No bandwidth limits
- D. No electromagnetic interference (EMI)

Answer: B, D

QUESTION 168

What are two benefits of an optical networking solution? (Choose two)

- A. Supports bandwidth on demand.
- B. Provides support for mobile workers.
- C. Increases network transmissions speeds.
- D. Offers simple installation and configuration.

Answer: A, C

QUESTION 169

You work as a network consultant at Certkiller .com. One of your clients has a primary and a standby data center. The client wants to provide disaster recovery by using a technology that provides the fastest and most reliable synchronization between the two sites.

What should you recommend?

- A. Usage of a Virtual Private Network (VPN)
- B. Usage of a Routing and Remote Access (RRAS) server.
- C. Usage of an optical network.
- D. Usage of a Digital subscriber line (DSL)
- E. Usage of an offsite content storage

Answer: C

QUESTION 170

Cisco develops different networking technologies. What main goal does Cisco have for each of these network technologies?

- A. The primary goal is to deliver lowest cost products based on industry open standards.
- B. The primary goal is to deliver End-to-end solutions based on industry open standards.
- C. The primary goal is to deliver End-to-end solutions based on Cisco proprietary software.
- D. The primary goal is to deliver "best of breed" based on Cisco proprietary software.

Answer: B

QUESTION 171

You work as a network consultant at Certkiller .com. One of your clients has the requirement to use a physical media that is most resistant to signal interference.

What should you tell the client?

- A. Use Coaxial cable
- B. Use PSTN
- C. Use Optical fiber
- D. Use 1000BaseT
- E. Use Twisted pair
- F. Use Shielded Twisted Pair

Answer: C

QUESTION 172

Your Certkiller trainee wants to know why wires are twisted in a twisted-pair cable.

What should you tell the trainee?

- A. It prevents echo.
- B. It prevents signal bounce.
- C. It prevents breaks in the wire.
- D. It prevents cross talk.

Answer: D

The twist in twisted-pair cable prevents cross-talk due to cancellation of electro-magnetic fields between adjacent twisted conductors.

QUESTION 173

Certkiller .com, a large online retailer, has a primary and a standby corporate data center. Certkiller .com seeks a technology with the following characteristics regarding the information exchange between the two data centers:

1. high speed
2. secure
3. reliable
4. synchronized

What technology should be chosen?

- A. Internet Protocol (IP) telephony
- B. Wireless local-area network (WLAN)
- C. Cable modem
- D. ISDN
- E. Optical network
- F. DSL

Answer: E

QUESTION 174

You work as a network consultant at Certkiller .com. Certkiller uses Fedex for daily transfers of large files between the central and the regional offices. Now Certkiller wants a fast, high-bandwidth network connection to save time and money.

What should you suggest?

- A. Use a Digital subscriber line (DSL).
- B. Use an ISDN line.
- C. Use an optical network.
- D. Use Remote Access Services (RAS)
- E. Use Internet Protocol (IP) telephony.
- F. Use Wireless local-area network (WLAN).

Answer: C

QUESTION 175

You work as a network consultant at Certkiller .com. You have recommend one of your clients to use as storage networking solution.

What advantages would the solution provide to the client? (Choose two)

- A. It would increase utilization in direct-attached storage (DAS) arrays.
- B. It would provide higher availability for network-attached storage (NAS).
- C. It would reduce congestion in Fibre Channel storage-area networks (SANs).
- D. It would enable access to data across the network regardless of server type.

Answer: C, D

QUESTION 176

You show your boss at Certkiller the current storage solution used by the company.

A SCSI interface connects the file server with discs in a storage cabinet.

She asks you what this storage solution is called.

What should you tell her?

- A. It is called RAID-5.
- B. It is called Storage-area networks (SANs).
- C. It is called Network-attached storage (NAS).
- D. It is called Direct-attached storage (DAS).
- E. It is called Storage networking.

Answer: D

QUESTION 177

You work as a network consultant at Certkiller .com. One of your clients is planning to increase productivity. The steps they plan are:

1. deploy new multiservice applications
2. deploy collaborative online design workshops
3. use web-enable call centers
4. use real-time distance learning

What should you tell the client?

- A. Use Wireless local-area network (WLAN)
- B. Use VPN.
- C. Use Internet Protocol (IP) telephony
- D. Use Network security (pass)
- E. Use Storage-area network (SAN)

Answer: E

QUESTION 178

An essential element of Cisco development has been its leading role in advancing what network protocol?

- A. Internet Protocol (IP)
- B. Point-to-Point Protocol (PPP)
- C. Serial Line Internet Protocol (SLIP)
- D. Asynchronous Transfer Mode (ATM)

Answer: A

QUESTION 179

What is storage networking?

- A. Optical storage networks based on the Fibre Channel protocol.
- B. Hardware and software that deliver rich media to the network edge.
- C. Hardware and software that unite multiple server-based storage areas.
- D. A storage array attached to a server using a Small Computer Systems Interface (SCSI).

Answer: C

QUESTION 180

What are two business benefits of storage networking solutions? (Choose two)

- A. Cash flows from online business transactions will improve.
- B. Network availability will be improved though load balancing.
- C. IT staffs will be able to centralize network management functions.
- D. Business will be able to recover from "man-made" or natural disasters.

Answer: B, D

QUESTION 181

Which Cisco product provides network services that include management of virtual storage-area networks (VSANs), advanced traffic management, and sophisticated diagnostics?

- A. ICS 7750
- B. MDS 9000 Family
- C. INS 15000 Series
- D. 5400 Storage Router Series

Answer: B

QUESTION 182

You work as a network consultant at Certkiller .com. One of your clients has separate networks for data, voice and video. Now they want to use only one network, thus saving money. They also want to enable collaborative online video editing software.

What Cisco solution should you recommend?

- A. Internet Protocol (IP) telephony
- B. Storage-area network (SAN)
- C. Digital subscriber line (DSL)
- D. Private branch exchange (PBX)
- E. Wireless local-area network (WLAN)

Answer: A

QUESTION 183

You work as a network consultant at Certkiller .com. You have deployed storage networking for the company.

What advantage does it provide?

- A. Certkiller .com would have firewall protection for storage-area network (SANs).
- B. Certkiller .com would have access to backup data.
- C. Certkiller .com would have network redundancy to ensure file access in branch offices.
- D. Certkiller .com would have rapid access to rich media used in online training.

Answer: B

Explanation:

Because storage requirements are expected to double annually, opportunities for storage networking solutions that provide storage consolidation exist in almost all large organizations. Organizations that require high levels of data protection for financial or regulatory reasons are good candidates for storage networking solutions that promote business continuance.

Companies need a business continuance strategy to ensure that customers have access to the company website so that online business continues. They also need to retain all required information to meet government or business regulations, and to recover business operations rapidly in the event of a natural or manmade disaster or network failure.

Business continuance is a strategy for providing an appropriate level of protection and access to data. The goal is to reduce the risks of data loss from events such as system or network failure, data corruption, or natural catastrophes. Business continuance strategies range from relatively simple remote tape backup and recovery to disaster recovery through synchronous mirroring of data over a high speed optical network.

Organizations also use what are called storage-area networks. A storage-area network is separate from the main company network and is dedicated solely to storage. Most storage-area networks are based on Fibre Channel, which is both a physical connection and a protocol.

Storage networking solutions relieve the problems that multiple storage approaches can cause. A storage networking solution is composed of software and hardware that unite multiple server-based storage spaces, regardless of server location or operating system. Storage networking allows stored data to be consolidated, shared, accessed, managed, and protected over a shared IP network.

QUESTION 184

You work as a network consultant at Certkiller .com. One of your clients needs a synchronous data mirroring solution.

What Cisco transport product would be the most appropriate?

- A. 5400 Storage Router Series
- B. ONS 15000 Series
- C. MDS 9000 Family
- D. ICS 7750

Answer: B

Explanation:

A third Cisco product for higher-end markets is the ONS 15500 Series of optical platforms. In an optical network, the ONS 15500 Series provides the speed and reliability for a synchronous data mirroring strategy. This synchronous backup solution is valuable to enterprises and organizations such as finance, insurance, or telecommunications companies that must ensure business continuance in the event of system or network failure.

Incorrect

Answer:

A: The 5400 Series of storage routers connects Fibre Channel storage-area networks (FC SANs) to IP networks. The 5400 Series works by using the Small Computer Systems Interface over IP (iSCSI) protocol. This storage solution is good for companies that represent lower-end, smaller markets and have storage-channel "islands" or underutilized spaces.

C: The MDS 9000 Series of switches uses robust Inter-Switch Links to deliver intelligent network services such as multiprotocol and multitransport integration, virtual SANs (VSANs), comprehensive security, advanced traffic management, sophisticated diagnostics, and unified SAN management. This storage solution is good for medium to high-end markets.

D: For midsize business and enterprise branch offices that want a complete IP telephony solution, the Cisco Integrated Communications System (ICS) 7750 provides the 7750 CallManager device and ICS System Manager software in a single scalable convergence platform.

QUESTION 185

You work as a network consultant at Certkiller .com. One of your clients has access to the Cisco Cisco Technical Support Services portfolio.

What will be provided to the customer?

- A. A unified suite of professional engineering support offerings that helps customers ensure their network can support that latest network applications and technologies.
- B. Consultation that helps customers identify third-party software and equipment that enables their business applications to meet their own specific business goals.

- C. Resources that help ensure that Cisco products operate efficiently, remain highly available, and benefit from up-to-date system software.
- D. Consultation that helps customers benefit from Cisco internal best practices, Internet Protocol (IP) expertise, and networking experience.

Answer: C

QUESTION 186

You work as a network consultant at Certkiller .com. You have suggested that Certkiller should use a storage networking solution. Your boss wants you to motivate your suggestion.

What should you tell him?

- A. Certkiller Staff would be notified to close applications when network congestion threatens online purchasing.
- B. Certkiller transaction data for the week are successfully downloaded and stored at an offsite facility.
- C. Certkiller would have an uncorrupted record of financial transactions even in the event of a flooding at the primary data center.
- D. Certkiller would be able to recover online transactions if the network would be disrupted by a computer virus attack.

Answer: C, D

Explanation:

Because storage requirements are expected to double annually, opportunities for storage networking solutions that provide storage consolidation exist in almost all large organizations. Organizations that require high levels of data protection for financial or regulatory reasons are good candidates for storage networking solutions that promote business continuance.

Companies need a business continuance strategy to ensure that customers have access to the company website so that online business continues. They also need to retain all required information to meet government or business regulations, and to recover business operations rapidly in the event of a natural or manmade disaster or network failure.

Business continuance is a strategy for providing an appropriate level of protection and access to data. The goal is to reduce the risks of data loss from events such as system or network failure, data corruption, or natural catastrophes. Business continuance strategies range from relatively simple remote tape backup and recovery to disaster recovery through synchronous mirroring of data over a high speed optical network.

Organizations also use what are called storage-area networks. A storage-area network is separate from the main company network and is dedicated solely to storage. Most storage-area networks are based on Fibre Channel, which is both a physical connection and a protocol.

Storage networking solutions relieve the problems that multiple storage approaches can cause. A storage networking solution is composed of software and hardware that unite multiple server-based storage spaces, regardless of server location or operating system.

Storage networking allows stored data to be consolidated, shared, accessed, managed, and protected over a shared IP network.

QUESTION 187

Which advantages does content networking provide? (Select two)

- A. It improves access to real-time financial system reports.
- B. It improves access to media-rich e-learning.
- C. It improves access to video presentation from corporate leaders.
- D. It improves access to the Internet
- E. It improves access to text-based enterprise e-mail distribution.

Answer: B, C

QUESTION 188

You Certkiller trainee Jack is curious about storage and delivery of content at the network edge. She asks you which network component is above all used for this purpose.

What should you tell her?

- A. This is the primary purpose of a content hub.
- B. This is the primary purpose of a content router.
- C. This is the primary purpose of a content switch.
- D. This is the primary purpose of a content engine.
- E. This is the primary purpose of a content Distribution Manager (CDM).

Answer: D

QUESTION 189

Certkiller provides content networks to service providers. In which two modes is Certkiller able to deliver content? (Choose two)

- A. Storage
- B. High-speed
- C. Content updating
- D. Caching

Answer: A, D

QUESTION 190

Which advantages does content networking provide? (Select two)

- A. It improves access to real-time database queries.
- B. It improves access to media-rich e-learning.
- C. It improves access to video presentation from corporate leaders.
- D. It improves access to the Internet

E. It improves access to text-based enterprise e-mail distribution.

Answer: A, B

Priority Two (P2): Operation of an existing network is severely degraded, or significant aspects of the customer business operation are negatively impacted, by inadequate performance of Cisco products. The customer and Cisco will commit resources during normal business hours to resolve the situation

QUESTION 191

Which networking technology optimizes that processing of requests for and delivery of popular web and rich-media content files to sources that are closer to the user?

- A. content networking
- B. network management
- C. Virtual Private Network (VPN)
- D. wireless local-area network (WLAN)

Answer: A

Cisco Application and Content Networking System (ACNS) Software offers enterprises and service providers that are hosting a managed enterprise content delivery network an integrated caching and content-delivery platform for new network services to help improve operations and reduce costs. Content engines can be deployed in the data center or branch offices to optimize WAN bandwidth, accelerate deployment of mission-critical Web applications, add Web content security, and deliver live and on-demand business video. With the addition of a Cisco Content Distribution Manager, all caching and content-delivery services and devices can be centrally managed. To redirect users to the best source for content, the Web Cache Communication Protocol with a Cisco IOS router or an optional content router can be added.

QUESTION 192

Your Certkiller boss wants you to give guidelines regarding usage of switches and routers.

What should you tell him? (Select one).

- A. Layer-2/3 switches have more wire-area network (WAN) connections than routers.
- B. Routers have more local-area network (LAN) connections than Layer-2/3 switches.
- C. You should route where it is possible, switch only when you are required to.
- D. You should switch where it is possible, route when you are required to.

Answer: D

Switch when possible and route when required.

QUESTION 193

Certkiller provides content networks to service providers. One service provider

requires the content network to maintain the origin source content. The content must also be published on the network edge. Which network component handles these two issues?

- A. The content switch
- B. The content Distribution Manager (CDM)
- C. The content router
- D. The content engine

Answer: B

QUESTION 194

You work as a network consultant at Certkiller .com. One of your clients processes a large amounts of customer requests, delivers a considerable amount of large multimedia files to these customers.

You are now required to optimise performance for this client. Which networking technology should you recommend?

- A. Virtual Private Network (VPN)
- B. Multi-tier
- C. Content networking
- D. Network management
- E. Client-Server
- F. Wireless local-area network (WLAN)

Answer: C

QUESTION 195

What determines the content that resides on a content engine? (Choose two)

- A. The content router
- B. The fastest local users
- C. Recent requests by local users
- D. The Content Distribution Manager (CDM)

Answer: A, D

QUESTION 196

Which content network component provides fault tolerance, scalability, and load balancing?

- A. Content switch
- B. Content router
- C. Content engine
- D. Content Distribution Manager (CDM)

Answer: C

QUESTION 197

What are two tasks the network gatekeeper performs in an Internet Protocol videoconferencing (IP/VC) system? (Choose two)

- A. Controls network traffic.
- B. Registers participant requests.
- C. Delivers requests for video on demand (VoD).
- D. Enabled communication between IP and legacy video terminals.

Answer: A, B

QUESTION 198

You work as a network consultant at Certkiller .com. One of your clients has recently started to use the Internet Protocol videoconferencing (IP/VC) technology. Which two components are included in this system? (Choose two)

- A. Multipoint control unit (MCU)
- B. Multicast access server
- C. Media control server
- D. Network gateway

Answer: A, D

QUESTION 199

You work as a network consultant at Certkiller .com. Certkiller has decided to provide distance-learning using the Internet Protocol videoconferencing (IP/VC) technology. What could Certkiller use this system for?

- A. To allow students who missed a class to access archived education lectures recorded by Certkiller instructors.
- B. To deliver a message from the Certkiller CEO to all staff on the first day of the semester.
- C. To allow MCSE certified Certkiller instructors answer questions from students in a MCP course.
- D. To deliver an interactive program from a traveling scholar attending a conference on the main Certkiller campus to students at multiple locations.

Answer: C, D

QUESTION 200

You work as a network consultant at Certkiller .com. Certkiller wants to deploy Internet Protocol videoconferencing (IP/VC).

Which advantages would this provide to the company? (Select two.)

- A. It would reduce travel time for instructors responsible for different geographic sites.
- B. It would enable real-time discussions of patient information among remote medical teams.
- C. It would increase sales and customer satisfaction due to current product information disseminated simultaneously to a global sales force by headquarters.
- D. It would improve morale and reduces turnover among employees who receive timely business updates.

Answer: A, B

QUESTION 201

You work as a network consultant at Certkiller .com. One of your clients has successfully deployed the Internet Protocol videoconferencing (IP/VC) technology. What can the client use this for? (Choose two)

- A. To deliver a program about company restructuring to staff at multiple global sites.
- B. To deliver a live, annual financial report to all employees.
- C. To create an interactive virtual classroom for instructors and students located in different locations.
- D. To facilitate online collaboration by team of engineers using a "whiteboard" application.

Answer: C, D

IPVC allows for two-way interaction

QUESTION 202

What two features does the Internet Protocol TV broadcasting (IP/TV) viewer offer to a user? (Choose two)

- A. Helps locate program listings.
- B. Determines a schedule of broadcast programs.
- C. Provides a separate viewing window with TV-like controls.
- D. Broadcasts a real-time video data stream to a desktop personal computer (PC).

Answer: A, B

QUESTION 203

Internet Protocol TV Broadcasting (IP/TV) is appropriate for which two business scenarios? (Choose two)

A manufacturing facility that needs to provide updated training on proper equipment usage and to allow operators to hear and see peers at all participating sites.

A global fast-food franchise that needs to coach new managers on best practices in customer service and leadership behaviors and answer questions from the audience.

An accounting firm that wants to deliver monthly training sessions to global finance personnel who need to access sessions at different times, depending on branch locations.

A pharmaceutical organization that wants to provide daily updates and competitor products and any external awards or news coverage the company receives.

Answer: A, C

QUESTION 204

You work as a network consultant at Certkiller .com. One of your clients has recently started to use the Internet Protocol TV broadcasting (IP/TV) technology.

What should the client use this technology for? (Choose two)

- A. Use it to enable an interactive virtual classroom for sales personnel in remote locations.
- B. Use it to enable online collaboration among research personnel.
- C. Use it to deliver information about changes in health benefit enrollment to all personnel
- D. Use it to deliver a strategy business update from the CEO to all personnel.

Answer: C, D

IP TV is one-way communication.

QUESTION 205

You work as a network consultant at Certkiller .com. One of your clients wants to deploy the Internet protocol TV broadcasting (IP/TV) system.

Which two components does it include? (Choose two)

- A. Storage server (pass)
- B. Broadcast server
- C. Content server
- D. Archive server

Answer: B, D

QUESTION 206

What is a typical obstacle that unsupported customers may experience?

- A. fewer priority level options
- B. inability to escalate non-technical issues
- C. re-routing to outsourced technical support agents
- D. lower priority in the call queue when escalating to the Cisco Technical Assistance Center (TAC)

Answer: D

QUESTION 207

Technical assistance is provided to customers who _____.

- A. are logistics experts
- B. are senior executives
- C. have product sales teams
- D. hold a valid service contract with Cisco or a qualified Cisco partner

Answer: D

QUESTION 208

The Cisco advance replacement service relies on a global infrastructure of depots located in _____.

- A. one central location
- B. a handful of US locations
- C. hundreds of locations around the world
- D. a few locations called distribution centers

Answer: C

QUESTION 209

What is a key benefit of regularly updating Cisco IOS?

- A. There is no need to update applications software.
- B. It allows customers to reduce the number of technical support staff.
- C. It eliminates the need for Technical Assistance Center (TAC) support.
- D. It increases the number of technologies and applications the customer's network can support.

Answer: D

QUESTION 210

A typical service contract provides advance replacement of hardware the next business day.

Under most warranties, advance replacement shipping is provided within _____ business days from the Return Material's Authorization (RMA).

- 3
- 7
- 10
- 14

Answer: C

QUESTION 211

What is a Cisco warranty?

the company's assurance that new parts will be delivered to the customer in fewer than ten business days

the company's promise to customers that Cisco will be responsible for all repair and

replacement of products at the customer's site.
the company's assurance that the company will be responsible for the repair and replacement of defective parts associated with equipment for an unlimited period of time.
the Cisco promise to customers that Cisco will be responsible for the repair and replacement of defective parts associated with equipment during a designated (finite) period of time.

Answer: D

QUESTION 212

How can businesses, schools, or government organizations benefit from Cisco ACNS? Select two.

- by using the content engines for instruction detection
- by compressing packets to improve WAN bandwidth
- by accelerating SAP, student information systems and other intranet applications
- by delivering live and on-demand video for salesforce readiness, distance learning or communications

Answer: C, D

QUESTION 213

What are two components of a wide-area network (WAN)? Select two.

- A. video-area networks (VANs)
- B. local-area networks (LANs)
- C. security-area networks (SANs)
- D. metropolitan-area networks (MANs)

Answer: B, D

QUESTION 214

Which two devices are considered customer premises equipment (CPE) for digital subscriber line (DSL) systems? Select two.

- A. DSL modem
- B. DSL router
- C. DSL Internet Protocol (IP) switch
- D. "smart" DSL access multiplexer (DSLAM)

Answer: A, B

QUESTION 215

Cisco.com is a portal that provides customers access to_____.

- A. spare parts
- B. unlimited software downloads

- C. major upgrades for their CiscoWorks 2000 software
- D. online product and technology information, interactive network management and diagnostic tools, and empowering knowledge transfer resources.

Answer: D

QUESTION 216

Which component should you reduce collision issues on a large LAN?

- A. host
- B. switch
- C. printer
- D. repeater

Answer: B

QUESTION 217

A Layer-2/3 switch increases traffic efficiency on the network by combining some of the functionalities of _____.

- A. hubs and switches
- B. switches and routers
- C. switches and access points
- D. switches and Gigabit Ethernet

Answer: B

QUESTION 218

How does a switch respond when it receives a message?

- A. It reads the Layer-5 information and sends the message directly to the intended computer.
- B. It reads the Media Access Control (MAC) address and sends the message directly to the intended computer.
- C. It reads the Layer-5 information and broadcasts the message to all the computers that are connected to the switch.
- D. It reads the Media Access Control (MAC) address and broadcasts the message to all the computers that are connected to the switch.

Answer: B

QUESTION 219

Which Internet Protocol (IP) telephony component category includes IP telephones?

- A. Clients
- B. Infrastructure

- C. Call management
- D. Voice applications

Answer: A

QUESTION 220

In which area of the campus local-area network (LAN) are the user computers attached to the network?

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

Answer: B

QUESTION 221

Which is a series of Cisco routers?

- A. 2900
- B. 3500
- C. 3600
- D. 6500

Answer: C

QUESTION 222

On which layer do switches operate?

- A. session
- B. data link
- C. application
- D. presentation

Answer: B

QUESTION 223

Which two operate on the network layer of the Open System Interconnection (OSI) model? (Choose two)

- A. hub
- B. router
- C. Layer-2 switch
- D. Layer-2/3 switch

Answer: B, D

QUESTION 224

Which type of address does a router need to route a message to its destination?

- A. Internet protocol (IP) address
- B. Media Access Control (MAC) address
- C. Private branch exchange (PBX) address
- D. Internetwork Operating System (IOS) address

Answer: A

QUESTION 225

Which Cisco Technical Service and Support program offers service providers with the support they need to keep their network running?

- A. SASU
- B. SPBase
- C. SMARTnet
- D. Shared Support

Answer: B

QUESTION 226

For which markets are wide-area network (WAN) switches intended?

- A. branch office
- B. large enterprise
- C. midsize enterprise
- D. Internet service provider (ISP)

Answer: D

QUESTION 227

Which two Internet Protocol (IP) telephony devices are best categorized as client components? (Choose two.)

- A. IP telephones
- B. Analog phone gateways
- C. Media Convergence Servers (MCSs)
- D. IP telephony-enabled personal computers (PCs)

Answer: B, D

QUESTION 228

Which Internet Protocol (IP) telephony element is best categorized as a voice application component?

- A. IP telephone
- B. Voice gateway
- C. Private branch exchange (PBX)
- D. Advanced audio conferencing software

Answer: D