



Exam : 646-151

Title : Cisco Sales Associate Exam

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QUESTION 1:

Which network security strategy element refers to the deployment of products that identify a potential intruder who makes several failed logon attempts?

- A. test the system
- B. secure the network
- C. monitor and respond
- D. develop security policy

Answer: B

QUESTION 2:

Without a service contract that support 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 to obtain release, enhancements, or upgrades

Answer: B

QUESTION 3:

Which Cisco series of wireless products is compatible with either 802.11a or 802.11b standards and other emerging standards and technologies, such as 802.11g?

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

Answer: D

QUESTION 4:

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 5:

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 6:

Which network technology allows for the monitoring of active communication networks to diagnose problems and gather statistics for network administration?

- A. network security
- B. content networking
- C. network management
- D. campus local-area networking

Answer: C

QUESTION 7:

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 Internet work Operating System (IOS) Firewall
- D. Cisco Virtual Private Network/Security Management Solution (VMS)

Answer: B

QUESTION 8:

A campus local-area network (LAN) is a network composed of smaller_____

- A. LANs that exist within a business campus
- B. LANs that connect one or more business campuses
- C. Wide-area networks (WANs) that exist within a business campus

D. Wide-area networks (WANs) that connect one or more business campuses

Answer: B

QUESTION 9:

What is the purpose of authentication Components in a network security solution?

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

Answer: A

QUESTION 10:

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

- A. improvements in Cisco IOS
- B. customer satisfaction surveys
- C. investment in search and development
- D. acquisition of leading technology companies

Answer: B

QUESTION 11:

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 12:

Which strategy protects network resources and services from unauthorized actions?

- A. network security
- B. network management
- C. collaborative networking

D. content storage networking

Answer: A

QUESTION 13:

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

QUESTION 14:

Which features does the Cisco IOS provide for networks?

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

Answer: B

QUESTION 15:

Which is a series of Cisco routers?

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

Answer: C

QUESTION 16:

Network management saves time and memory by automating which two tasks? (choose two)

- A. monitoring online purchasing
- B. monitoring user access to storage files
- C. configuring changes to hardware and software

D. monitoring and troubleshooting network devices

Answer: B, C

QUESTION 17:

What does a router do?

- A. stores data on the network and connects the local-area network (LAN) to the wide-area network (WAN)
- B. routes traffic down alternative paths and connects the local-area network (LAN) to the wide-area network (WAN)
- C. broadcasts data to all devices that are connected to it across the local-area network (LAN) and wide-area network (WAN)
- D. reads Media Access Control (MAC) addresses to forward messages to the correct location and connects the local-area network (LAN) to the wide-area network (WAN)

Answer: B

QUESTION 18:

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 19:

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: B, C, D

QUESTION 20:

Which area of the campus local-area network (LAN) acts as an aggregation point for access-area switches and provides the connection between the access and core areas?

- A. application
- B. distribution
- C. aggregation
- D. convergence

Answer: B

QUESTION 21:

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: B, C

QUESTION 22:

What is a key benefit of regularly updating Cisco IOS?

- A. There is no need to update application 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: B

QUESTION 23:

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 levels?

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

Answer:

QUESTION 24:

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 25:

What is an attack that occurs when a string of unnecessary commands or requests is sent to a network device?

- A. worm
- B. virus
- C. data interception
- D. denial of service (DoS)

Answer: D

QUESTION 26:

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 27:

Which device is installed in user devices and makes wireless connections between them and a network?

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

Answer: D

QUESTION 28:

Certkiller .com with 100 employees predicts that its employee number will triple in the next six month. 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 29:

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 30:

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
- D. Campus storage-area network
- E. Campus local-area neighborhood
- F. Campus metropolitan-area network

Answer: A

QUESTION 31:

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

Which Cisco solution best meets this business need?

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

Answer: C

QUESTION 32:

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 Networking

Answer: D

QUESTION 33:

What is a Cisco warranty?

- A. the company's assurance that new parts will be delivered to the customer in fewer than ten business days.
- B. The company's promise to customers that Cisco will be responsible for all repair and replacement of products at the customer's site.
- C. 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
- D. The Cisco promise to customers that Cisco will be responsible for the repair and replacement of deceive parts associated with equipment during a designated period of time

Answer: D

QUESTION 34:

Which is an opportunity indicator for a CiscoWorks network LAN Management Solution (LMS)?

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

offices.

Answer: D

QUESTION 35:

What is the most commonly used encryption technology?

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

Answer: C

QUESTION 36:

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

- A. worm
- B. virus
- C. Trojan
- D. Executable

Answer: A, B

QUESTION 37:

Certkiller .com wants to use new data-intensive applications that will require dedicated bandwidth and greater network capacity. The company is currently using hubs that are connected to a router for internet access.

Which two solutions should an account manager recommend that would best meet the needs of the customers?

- A. replace all the hubs with bridges at the access area
- B. replace all the hubs with switches at the access area
- C. create a network distribution area that is composed of routers
- D. create a network distribution area that is composed of Layer-2/3 switches.

Answer: B, D

QUESTION 38:

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
- C. Industry-leading Cisco technical journals
- D. The Help feature within the Cisco Bug Toolkit

Answer: A

QUESTION 39:

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

QUESTION 40:

A switch is a device that _____

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

Answer: D

QUESTION 41:

Which Cisco software provides intelligence to the network?

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

Answer: A

QUESTION 42:

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

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

Answer: B

QUESTION 43:

Which technology creates an encrypted tunnel through a shared public network infrastructure, such as the internet to provide a secure connection between endpoints?

- A. optical networking
- B. digital subscriber lin
- C. Virtual Private Network
- D. Hypertext Transport Protocol

Answer: C

QUESTION 44:

Which Cisco Catalyst series best fits in the access area of a small campus local-area network?

- A. 2600
- B. 2900
- C. 3600
- D. 6500

Answer: B

QUESTION 45:

Which is a series of Cisco routers?

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

Answer: C

QUESTION 46:

Overlapping the sells of ____increases the network area and allows users to roam between

cells while remaining connected to the network.

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

Answer: C

QUESTION 47:

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 tunnel

Answer: B

QUESTION 48:

What feature of Cisco products is a benefit when introducing them into multi-vendor networks?

- A. reliable failover that prompts end-to-end communication
- B. proprietary software specifically focused on interoperability
- C. maximum through and performance that reduces bottlenecks
- D. designs based on industry standards that prompts interoperability

Answer: D

QUESTION 49:

Which network technology addresses these customer business needs: shrinking budgets and IT staffs, more complex networks, and an increased need for network security?

- A. optical network
- B. network management
- C. storage-area network (SAN)
- D. content delivery network (CDN)
- E. wireless local-area network (WLAN)

Answer: B

QUESTION 50:

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