Exam : 646-203

Title : Cisco Sales Expert (CSE)

Ver : 10.10.07

QUESTION 1
Which two situations are opportunities for selling a Cisco Internet Protocol (IP)
telephony solution? (Choose two.)

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

Answer: C,D

QUESTION 2
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 matches this
business need?

A. IP telephony
B. wireless network
C. content networking
D. Virtual Private Network (VPN)

Answer: D

QUESTION 3
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 4
A large medical center faces government regulations regarding the privacy and protection
of electronic transactions containing personal patient healthcare information. Which
Cisco solution best matches this business need?

A. network security

B. optical networking
C. storage-area network (SAN)
D. content delivery network (CDN)

Answer: A

QUESTION 5

What ensures that voice packets are given priority throughout the network so that conversations arrive intact?

A. QoS
B. Centrex
C. packet encryption
D. intelligent call routing

Answer: A

QUESTION 6

What distinguishes IP telephony from standard analog telephony?

A. IP telephony uses IP addressing to provide a single dedicated path through a circuit-switched network.
B. IP telephony uses IP addressing to enable two-way voice transmission over a packet-switched TCP/IP network.
C. IP telephony uses TCP/IP to ensure that voice packets are given priority throughout the network so that conversations arrive intact.
D. IP telephony uses IP addressing to establish a single dedicated path through a packet-switched network.

Answer: B

QUESTION 7

Which Cisco router series supports Frame Relay, Asynchronous Transfer Mode (ATM), and leased lines in a single platform, allowing service providers to offer multiple types of services to end users without having to maintain multiple edge devices?

A. 3600 Series
B. 7600 Series
C. 10000 Series
D. 15000 Series

Answer: C

QUESTION 8

Which benefit does storage networking provide?

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

Answer: A

QUESTION 9
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. optical network
B. storage network
C. switched network
D. Internet protocol (IP) telephony

Answer: C

QUESTION 10
Which two scenarios are opportunities for selling a Cisco VPN solution? (Choose two.)

A. an online music retailer with multiple downloading locations that wants to centralize access to large media files
B. a growing publishing firm that needs a secure way for remote content editors to connect through the Internet to the company extranet
C. a large ISP that has been targeted by a denial of service attack that disables Internet access for several thousand customers
D. a mortgage-lending company that opens several branch offices that require secure access to underwriting information on the corporate extranet

Answer: B,D

QUESTION 11
An account manager should recommend a wide-area network (WAN) solution that includes universal gateways to a potential customer that _____.

A. requires mobility for offsite personnel who work at local client locations
B. requires collaboration between project teams at different locations around campus
C. requires flexibility for remote workers who connect to the company from their homes
D. has enterprise branch offices that must connect to the Internet over the Public Switched Telephone Network (PSTN)

Answer: D

QUESTION 12
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 13
A consulting firm is locating 30 consultants at a client site for a nine-month project. What
need does the firm have that can be met by a wireless solution?

A. ensuring secure presentations
B. augmenting an existing network
C. providing a temporary network need
D. having freedom of movement within a network range

Answer: C

QUESTION 14
A switch operates at Layer 2 of the OSI model. What is the name of that layer?

A. session
B. network
C. data link
D. presentation

Answer: C

QUESTION 15
Which benefit does digital subscriber line (DSL) systems for broadband access provide to
the user?

A. secure access to company extranet
B. dedicated lines for high security data transfer
C. simple solution for high-quality digital video using coaxial cable
D. data and audio signals that share the same communications infrastructure

Answer: D

QUESTION 16
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 transmission speeds
D. offers simple installation and configuration

Answer: A,C

QUESTION 17
Which Cisco product is a hardware component that supports content filtering and other gateway security functions for the Catalyst 6500 Series?

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

Answer: A

QUESTION 18
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 19
Content networking solutions improve access to which two types of content? (Choose two.)

A. media-rich e-learning
B. real-time financial system reports
C. text-based enterprise e-mail distribution
D. video presentations from corporate leaders

Answer: A,D

QUESTION 20
What is the Cisco goal for positioning in the marketplace?

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

Answer: C

QUESTION 21
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 22
Which device is used in wireless networks to send transmissions to a target area?

A. optical fiber
B. access point
C. directional antenna
D. omni-directional antenna

Answer: C

QUESTION 23
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. optical network
B. IP telephony
C. WLAN
D. DSL

Answer: B

QUESTION 24
A large online retailer is seeking a technology solution to increase the speed, security, and reliability of synchronized exchanges of customer account information between a primary and standby corporate data center. Which technology is most capable of providing this benefit?

A. cable modem
B. optical network
C. Internet Protocol (IP) telephony
D. wireless local-area network (WLAN)

Answer: B

QUESTION 25
Which Cisco product is a software component that blocks unwanted connections and
provides other gateway security functions for small business?

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

Answer: D

QUESTION 26
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 27
What are five layers in the OSI model? (Choose five.)

A. session
B. physical
C. protocol
D. gateway
E. data link
F. transport
G. application

Answer: A,B,E,F,G

QUESTION 28
A film production studio is considering an optical networking solution to streamline
operations. Which two customer business needs does optical network technology
address? (Choose two.)

A. ensures the secure transfer of digitized film backups to an offsite storage facility
B. eliminates the need to transfer digitized film backups to an offsite storage facility
C. reduces the costs of online collaboration between screenwriters and special effects coordinators

D. enables high-speed transfer of digitized video between the special effects and editing departments

Answer: A,D

QUESTION 29
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 30
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 31
What is the purpose of authentication components in a network security solution?

A. to validate the identity of users who connect to the network
B. to block unwanted connections and content 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 32
As a general rule, which statement is true?

A. You should route when you can, switch when you must.
B. You should switch when you can, route when you must.
C. Layer-2/3 switches have more wide-area network (WAN) connections than routers.
D. Routers have more local-area network (LAN) connections than Layer-2/3 switches.

Answer: B

QUESTION 33
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 34
Which Cisco router series is the premier high-end routing platform for service-provider backbone and edge applications that support DS3 for Frame Relay?

A. 7600 Series
B. 10000 Series
C. 12000 Series
D. 15000 Series

Answer: C

QUESTION 35
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 36
Which device collects and combines traffic from customer premises equipment (CPE) while separating signals that are going to the CPE?

A. cable splitter
B. cable access router
C. digital subscriber line access multiplexer (DSLAM)
D. Cable Modem Termination System (CMTS) equipment

Answer: C

QUESTION 37
Network management saves time and money 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: C,D

QUESTION 38
Which network component blocks unwanted connections and content from both internal and external sources?

A. firewall
B. extranet
C. access control
D. Virtual Private Network (VPN) tunnel

Answer: A

QUESTION 39
Which feature 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 40
What are two reasons organizations should use storage networking solutions? (Choose two.)

A. Transaction data for the week are successfully downloaded and stored at an offsite facility.
B. Employees are notified to close applications when network congestion threatens online purchasing.
C. Online transactions can be recovered in the event the network is disrupted by a computer virus attack.
D. The company has an uncorrupted record of financial transactions even in the event of a fire at the primary data center.

Answer: C,D

QUESTION 41
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. consultation that helps customers identify third-party software and equipment that enables their business applications to meet their own specific business goals
D. a unified suite of professional engineering support offerings that helps customers ensure their networks can support the latest network applications and technologies

Answer: A

QUESTION 42
A company is interested in using IP telephony to save money on phone communications.
What must be in place before an IP telephony solution can be implemented?

A. optical network
B. content network
C. storage network
D. switched network

Answer: D

QUESTION 43
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 on platforms

Answer: A

QUESTION 44
What are two appropriate uses for Internet Protocol TV broadcasting (IP/TV) technology? (Choose two.)

A. enabling online collaboration among research personnel
B. delivering a strategic business update from the CEO to all personnel
C. enabling an interactive virtual classroom for sales personnel in remote locations
D. delivering information about changes in health benefit enrollment to all personnel

Answer: B,D

QUESTION 45

Which two best describe the benefits of a Cisco warranty? (Choose two.)

A. entitlement to software updates
B. replacement of hardware if it malfunctions within a year
C. access to resources on Cisco.com
D. software support for bugs and defects for 90 days

Answer: B,D

QUESTION 46

What are two appropriate uses for Internet Protocol videoconferencing (IP/VC) technology? (Choose two.)

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

Answer: C,D

QUESTION 47

Which technology provides the fastest and most reliable way to synchronize information between a primary and standby data center as a strategy to provide disaster recovery?

A. optical network
B. offsite content storage
C. digital subscriber line (DSL)
D. Virtual Private Network (VPN)

Answer: A

QUESTION 48

A growing enterprise wants to automate and simplify the diagnosis of network problems at branch offices. Which networking solution should they consider implementing?

A. high-speed access
B. network management
C. Virtual Private Network (VPN)
D. content delivery network (CDN)

Answer: B

QUESTION 49
What strategy will protect network resources and services from unauthorized actions?

A. network security
B. network management
C. collaborative networking
D. content storage networking

Answer: A

QUESTION 50
Which content network component is primarily used to store and deliver content from the network edge?

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

Answer: C

QUESTION 51
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 52
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. ONS 15000 Series
D. 5400 Storage Router Series

Answer: B

QUESTION 53
Internet Protocol TV broadcasting (IP/TV) is appropriate for which two business

scenarios? (Choose two.)

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

Answer: A,D

QUESTION 54
Internet Protocol videoconferencing (IP/VC) provides which two business benefits? (Choose two.)

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

Answer: A,B

QUESTION 55
Which component connects dissimilar network environments?

A. hub
B. MAU
C. gateway
D. repeater

Answer: C

QUESTION 56
What is an attack that occurs when a string of unnecessary commands or requests is sent to a network device?

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

Answer: D

QUESTION 57
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 58
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 59
Which Cisco software provides intelligence to the network?

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

Answer: A

QUESTION 60
Which device connects a local-area network (LAN) to a wide-area network (WAN)?

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

Answer: A

QUESTION 61
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 62
What is a wide-area network (WAN)?

A. a network that connects client devices 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 63
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 64
Which two devices are considered customer premises equipment (CPE) for digital subscriber line (DSL) systems? (Choose two.)

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

Answer: A,B

QUESTION 65
Which area of the campus local-area network (LAN) serves as the aggregation point for the distribution-area switches and the connection point between the LAN and wide-are network (WAN)?

A. core
B. access
C. application
D. convergence

Answer: A

QUESTION 66
What does an IP telephony component known as a voice application provide?

A. connections to end-user devices, such as IP telephones
B. voice processing when converting analog signals to digital
C. standard telephony call processing
D. advanced call handling, such as IP-based audio conferencing

Answer: D

QUESTION 67
Which content network component maintains original source content and publishes content to the network edge?

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

Answer: D

QUESTION 68
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 69
Why is QoS important in a converged network?

A. because data does not need to arrive intact, so data transfer rates can be variable
B. because lost voice-data packets must be retransmitted
C. because voice data packets should arrive quickly and sequentially, and with no lost data
D. because voice data packets must follow a single dedicated path through the network

Answer: C

QUESTION 70
What are the two primary advantages of content networking solutions? (Choose two.)

A. optimized processing of content delivery
B. optimized processing of bandwidth requests
C. optimized processing of content requests
D. optimized processing of error notification

Answer: A,C

QUESTION 71
Which wireless local-area network (WLAN) device is often used to make wireless connections between buildings or campuses?

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

Answer: B

QUESTION 72
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 73
Which part of a wide-area network (WAN) handles the major traffic, employs the highest-speed transmission paths in the network, and may also run the longest distance?

A. edge
B. backbone
C. access point
D. Frame Relay

Answer: B

QUESTION 74
Cisco 12000 Series routers provide carrier-class availability and performance in both the network backbone and at the edges. This solution is appropriate for a _____.

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

Answer: B

QUESTION 75
Which is an opportunity indicator for CiscoWorks network LMS?

A - a global enterprise seeking to combine the disparate voice, video, and data networks into one converged network
B - a growing enterprise wanting to rapidly deploy a converged wireless LAN and to quickly locate and troubleshoot problems
C - a global enterprise with a converged network voice, video, and data networks seeking to comply with network security regulations
D - a growing enterprise wanting to reduce network downtime and costs associated with network changes, diagnosis and maintenance.

Answer: D

QUESTION 76
Which two Cisco IP telephony products provide advanced call routing? (Choose two.)

A - Cisco IPCC Enterprise Edition
B - Cisco CallManager
C - Cisco Unity
D - Cisco MeetingPlace
E - Cisco IPCC Express Edition

Answer: A, E

QUESTION 77
Which IP telephony component provides call processing, such as signaling that in traditional voice network is provided by switching equipment, such a PBX?

A - client-based software, such as Cisco SoftPhone
B - voice gateways, such as the Cisco VG248 Analog Phone Gateway

C - call-management hardware and software, such as Cisco CallManager
D - advanced call-handling software, such as Cisco Unity

Answer: C

QUESTION 78
SAS and SASU provide which two services? (Choose two.)

A - online support
B - replacement of hardware
C - on site support
D - maintenance updates

Answer: A, D

QUESTION 79
Which software-based security threat is typically spread from user to user via e-mail?

A - virus
B - Trojan horse
C - denial of service
D - data interception

Answer: A

QUESTION 80
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 81
You work as a network consultant at Certkiller . One Certkiller client has the following
requirements:WAN monitoringTraffic managementAccess controlto 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 82
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 83
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 84
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

QUESTION 85
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 86
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 87
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

QUESTION 88
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 89
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 90
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 91
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:
high speedsecurereliablesynchronized
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 92
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 93

In a campus LAN which area has the following characterstics?
It is the aggregation point for access-area switches. 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 94

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 95

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 complaint 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 96
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

QUESTION 97
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 98
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 99
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 100
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 101
Dr Bill, your boss at Certkiller is curios about WANs. She asks what part of a WAN is characterized by:
* handling most of the traffic
* provides thee 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 102
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 103
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 104
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 105
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 106
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 107
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 108
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 109
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 network

Answer: C

QUESTION 110
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 111
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

QUESTION 112
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 113
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

QUESTION 114
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 115
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 116
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: B, C

QUESTION 117
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 118
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 119
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 120
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 121
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 122
You work as a network consultant at Certkiller .com. One of your clients has the

following requirements:reduce budgetreduce IT personnelincrease network securitydesire 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 123
You work as a network consultant at Certkiller .com. One of your clients needs a hardware component with the following characteristics:content filtering must be providedgateway 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

QUESTION 124
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 125
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 126
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 remotelocations.
B. Use it to enable online collaboration among research personnel.
C. Use it to deliver information about changes in health benefit enrollment to allpersonnel
D. Use it to deliver a strategy business update from the CEO to all personnel.

Answer: C,D

QUESTION 127
Which Internet Protocol (IP) telephony component category includes IP telephones?

A. Clients
B. Infrastructure
C. Call management
D. Voice applications

Answer: A

QUESTION 128
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 129
How can businesses, schools, or government organizations benefit from Cisco ACNS?
Select two.

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

Answer: C,D

QUESTION 130
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 131
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: A,D

Explanation:
Not B: a phone gateway belongs to INFRASTRUCTURE

QUESTION 132
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 133
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 134
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 135
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

QUESTION 136
You work as a network consultant at Certkiller .com. One of your clients is searching for
additional Cisco hardware. The following requirements are made:
only a single edge device should be used to offer different types of services to end
userssupport of Asynchronous Transfer Mode (ATM)support of Frame Relayusage 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 137
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 138
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 139
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 140
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).
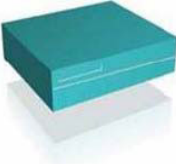
Answer: A,C

Explanation:

Other Components

IPTV viewer with web plugin:

* Allows video to be viewed on a PC desktop

* Provides a separate viewing window with program listings and TV-like controls

Not B: B is a function of the control server!

Control Server

Cisco.com

* Communicates with the broadcast server and client viewer
* Determines broadcast schedules
* Distributes content to remote servers
* Identifies servers that will store content
* Manages the IPTV system

QUESTION 141
You work as a network consultant at Certkiller .com. One of your clients, a service provider, needs Cisco hardware to...provide a premier high-end platform used in a backboneprovide 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 142
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 143
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: A

QUESTION 144
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

QUESTION 145
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 146
Which Cisco Technician Service and Support program offers service providers with the
support they need to keep their networks running? Select all that apply.

A. SASE
B. SPBase
C. SMARTnet
D. Shared Support

Answer: A,C

QUESTION 147
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 148
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,C

Explanation:
Not D: How can an end-user can have control over content located on a server.

QUESTION 149
You 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 150
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 151
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 152
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 153
A typical service contract provides advance replacement of hardware the next business day.
Under must warranties, advance replacement shipping is provided within _____
business days from the Return Material's Authorization (RMA).

A. 3
B. 7
C. 10
D. 14

Answer: C

QUESTION 154
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 155
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 156
Which is a series of Cisco routers?

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

Answer: C

QUESTION 157
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

QUESTION 158
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

QUESTION 159
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 160
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 161
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 162
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 163
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 164
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 165
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

QUESTION 166
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 167
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 168
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 169
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 170
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 171
What best characterizes Cisco firewalls?

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

Answer: B

QUESTION 172
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 173
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 174
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 175
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 176
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

QUESTION 177
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 178
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 179
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 180
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 181
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 182
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: C

Explanation:

Business Example: Remote Partners

Cisco.com

Toronto, Ontario, Canada

Los Angeles, California, United States

Rome, Italy

- An architectural firm based in Rome partners on construction proposals with an engineering consulting group with offices in Toronto and Los Angeles.
- The partnership requires daily exchanges of blueprints and project information.
- A secure, cost-effective, network-to-network connection is needed to boost productivity and prevent interception of proprietary information by outside sources.

QUESTION 183
Internet Protocol TV Broadcasting (IP/TV) is appropriate for which two business scenarios? (Choose two)

A. 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.
B. 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.

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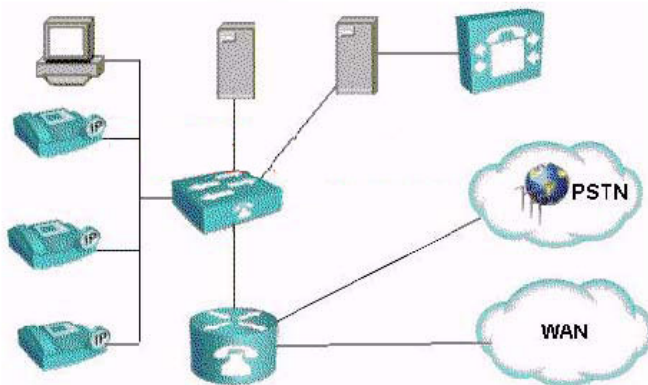
Answer: C, D

Explanation:
Answers C and D because IP TV is broadcasting: unidirectional in A they talk rather about IP VC
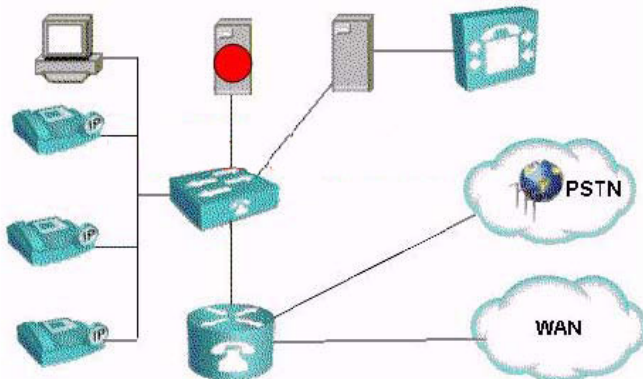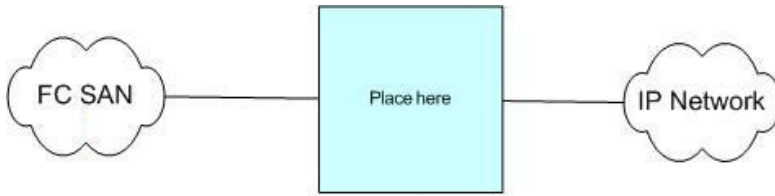
QUESTION 184
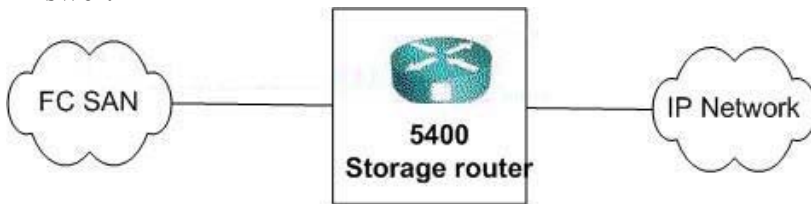Click on the Internet Protocol (IP) telephony call management component on the network.

Answer:

QUESTION 185
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?

FC SAN ——— Place here ——— IP Network

MDS 9000 Family   ONS 15540   5400 Storage router

Answer:

FC SAN ——— 5400 Storage router ——— IP Network

MDS 9000 Family   ONS 15540

QUESTION 186

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 187

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 188
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 189
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 190
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 191
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 192
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

QUESTION 193
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 194
Overlapping the cells of _____ increases the network are and allows users to roam between cells while reaming connected to the network.

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

Answer: C

QUESTION 195
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 196
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 197
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 198
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 199
Which component perform translations at multiple layers of the OSI model?

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

Answer: C

QUESTION 200
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 201
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.)

A. It would improve productivity by enabling applications that enhance telephone call routing.
B. It would reduce costs trough price breaks offered by Cisco partners.
C. It would lower costs by improving throughput on network components.
D. It would increase customer satisfaction by enabling applications that provide a more
enjoyable user experience.

Answer: A,C

QUESTION 202
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 203
Without a service contract that supports the refresh of Ciso IOS software, what must
customers do?

A. use an alternative to Cisco IOS software
B. purchase released, 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

QUESTION 204
Why is the "follow-the-sun" model important?

A. Some countries provide better support than others.
B. Customers an 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 205
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 206
Which network components can be chained together to extend an Ethernet network over several kilometers of miles?

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

Answer: C

QUESTION 207
You Certkiller boss is curios 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.

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Answer: A

QUESTION 208
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 209
Your customer has a service program that provides 8x5xNBD advance replacement of hardware.
Once your customers 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 210
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 211
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 212
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 213
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 214
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 215
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 216
You work as a network consultant at Certkiller .com. One of your clients is planning to increase productivity. The steps they plan are:deploy new multiservice applicationsdeploy collaborative online design workshopsuse web-enable call centersuse 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 217
On which layer do switches operate?

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

Answer: B

QUESTION 218
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 219
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 220
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 221
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

QUESTION 222
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

QUESTION 223
Which component connects dissimilar network environments?

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

Answer: C

QUESTION 224
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 225
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 226
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 227
How many layers are in the OSI model?

A. 5

B. 6
C. 7
D. 8

Answer: C

QUESTION 228
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 defective parts associated with equipment during a designated (finite) period of time.

Answer: D

QUESTION 229
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 230
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 231

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 232

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 233

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 234

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 235
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 236
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 237
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 patience.
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 238
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 239
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 240
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

QUESTION 241
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 242
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.
B. Use a 2900 series Cisco Catalyst.

C. Use a 6500 series Cisco Catalyst.
D. Use a 12000 series Cisco Catalyst.
E. Use a 3600 series Cisco Catalyst.

Answer: B

QUESTION 243
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 244
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 245
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

QUESTION 246
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 247
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: A

QUESTION 248
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 249
Which component should you reduce collision issues on a large LAN?

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

Answer: B

QUESTION 250
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 251
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 252
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 253
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? Select two.

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

QUESTION 254
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 255
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 256
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 257
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 258
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 259
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 260
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 261
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 262
What are RJ-45 and RJ-11?

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

Answer: C

QUESTION 263
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 264
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 265
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?

A. IP telephony creates an encrypted tunnel for voice through a Transmission Control Protocol (TCP/IP) network.
B. IP telephony enables two-way voice transmission over a packet-switch TCP/IP network.
C. IP telephony eliminates the need for physical cabling in a TCP/IP network.
D. IP telephony synchronizes password exchanges for call setup

Answer: B

QUESTION 266
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

QUESTION 267
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 268
You work as a network consultant at Certkiller .com. One of your clients requires a hardware component that has the following characteristics:
It collects and combines traffic from customer premises equipment (CPE)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 269
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 270
You Certkiller trainee Jack is curios 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 271
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 272
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 Service provider
D. Content networking

Answer: C

QUESTION 273
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 274
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 275
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 276
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 277
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 278
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 279
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

QUESTION 280
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 281
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 282
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 283
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 284
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 285
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 286
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

QUESTION 287
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

QUESTION 288
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

QUESTION 289
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

QUESTION 290
What best characterizes Cisco Security Monitoring?

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: B

QUESTION 291
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 292
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 293
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 294
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 295
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 296
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