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The Power of Knowing



Exam : 646-362

Title : Cisco Express Foundation for Account Managers

Ver : 11-12-07

**QUESTION 1**

Cisco Catalyst 4500 Series switches are attractive to medium-size campuses with growth opportunities due to the switches' enhanced security and which two other features? (Choose two.)

- A. enhanced multilayer software image
- B. connectivity to multiple types of WAN connections
- C. Cisco Unified Communications Manager
- D. QoS for converged networks
- E. modular, customizable components

Answer: D, E

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**QUESTION 2**

Which two actions, when taken in combination, will result in an effective network security solution? (Choose two.)

- A. develop a policy for securing the network
- B. monitor and test network activities for vulnerabilities
- C. implement reflexive access lists
- D. implement dynamic access lists
- E. select and implement a single comprehensive virus protection program

Answer: A, B

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**QUESTION 3**

How can mobile devices and wireless networks be secured?

- A. by securely deploying new applications with appropriate performance levels
- B. by providing security that is based on a multilayer, system-level approach
- C. by looking subjectively at network traffic for abnormal flows
- D. by requiring a host-based hardware application

Answer: B

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**QUESTION 4**

A new client of yours is experiencing a growth spurt. The client's IT staff is making network changes manually and, as a consequence, is extremely overworked. You suggest the client implement a network management system, citing which important business benefit?

- A. potential for outsourcing the IT staff
- B. provision of an out-of-band management architecture
- C. threat mitigation
- D. reduction in network downtime

Answer: D

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**QUESTION 5**

The following Cisco Catalyst Series switches fit in the access area. Which switches also utilize StackWise technology to address the needs of companies with growing networks by allowing them to connect multiple units?

- A. Cisco Express Catalyst 500 Series switches
- B. Cisco Catalyst 2900 Series switches
- C. Cisco Catalyst 3560 switches
- D. Cisco Catalyst 3700 Series switches
- E. Cisco Catalyst 4500 Series switches
- F. Cisco Catalyst 6500 Series switches

Answer: D

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**QUESTION 6**

What would be able to handle IP telephony and e-business applications concurrently?

- A. Cisco Catalyst switches
- B. Cisco SOHO routers
- C. Cisco 7000 Series WAN edge routers
- D. Cisco Integrated Services Routers

Answer: D

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**QUESTION 7**

Which two benefits of network integration would be critical to a large metropolitan hospital? (Choose two.)

- A. computerization of order entry for physicians
- B. compliance with HIPPA requirements
- C. improved bandwidth
- D. greater fault tolerance
- E. reduced chance that the system will interfere with hospital equipment

Answer: A, B

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**QUESTION 8**

The Learning & Events section of Cisco.com contains information about certification and additional Cisco educational resources that enable you to further your professional opportunities. Which program is detailed in Learning & Events?

- A. Software Application Support plus Upgrades
- B. Cisco Partner Consultative Support

- C. Cisco Networking Academy Program
- D. Cisco Partner Specializations Program

Answer: C

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**QUESTION 9**

As customers deploy converged services across the business infrastructure, access routers must integrate security services and IP communications. Which router series extends intelligent networking to remote branches and offices?

- A. Cisco 700 Series ISDN Access Routers
- B. Cisco Integrated Services Routers
- C. Cisco 3700 Series Multiservice Access Routers
- D. Cisco 1700 Series Modular Access Routers

Answer: B

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**QUESTION 10**

Which centralized systems management product provides a console used to detect, locate, and disable rogue wireless access points throughout the network?

- A. Cisco Aironet
- B. Cisco WLA
- C. Cisco WLS
- D. CiscoWorks WLSE

Answer: D

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**QUESTION 11**

What best describes the features of the Cisco 850 Series routers?

- A. integrates data, security, and wireless
- B. integrates data, security, wireless, and application optimization
- C. integrates voice, data, security, wireless, and application optimization
- D. integrates data and wireless

Answer: A

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**QUESTION 12**

Which two series of routers can integrate security services, enable wireless networking, and simplify network management? (Choose two.)

- A. Cisco 830 Series routers
- B. Cisco 850 Series routers
- C. Cisco 1700 Series Modular Access Routers
- D. Cisco 3700 Series Multiservice Access Routers

E. Cisco 3800 Series Integrated Services Routers

Answer: B, E

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**QUESTION 13**

From small businesses to large-scale enterprises, which two best describe how the Cisco Unified Wireless Network reduces overall operational expenses? (Choose two.)

- A. extends network QoS throughout the network
- B. simplifies management of central or remotely located access points
- C. ensures implementation of the most recent security protocols
- D. streamlines wireless LAN management
- E. extends features for optical traffic network services

Answer: B, D

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**QUESTION 14**

Because of the systems-level approach, Cisco security can defend against widespread attacks from hackers and viruses. What describes the Cisco network security strategy?

- A. Cisco Trust Agent
- B. Cisco Self-Defending Network
- C. Cisco Secure Access Control
- D. Cisco Network Admission Control

Answer: B

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**QUESTION 15**

Which capability do Cisco RFID-Ready Networks support?

- A. retrieval and processing of information for tagged items across an enterprise
- B. access to enterprise networks from different service areas
- C. standards-based communications for multiple media types
- D. extensive functionality for large enterprises primarily fitted with optical networking

Answer: A

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**QUESTION 16**

You might recommend a Cisco Integrated Services Router to a business with which characteristic?

- A. a high-bandwidth environment with applications such as IP video
- B. a predominantly telecommuter workforce
- C. a robust LAN intrusion detection system
- D. the intention to upgrade from Cisco Unified Communications Manager Express to Cisco Unified Communications Manager

Answer: A

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**QUESTION 17**

In which two ways does an integrated security solution reduce TCO? (Choose two.)

- A. by enabling businesses to leverage investments in the network
- B. by spending less time addressing attacks
- C. by enforcing policy compliance
- D. through admission control

Answer: A, D

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**QUESTION 18**

What are the two benefits of any intelligent network that uses a systems-level approach to integrate applications and services across an infrastructure? (Choose two.)

- A. reduced complexity
- B. reduced costs for all types of users
- C. packet inspection at wire speed
- D. QoS to the desktop
- E. LAN encryption services

Answer: A, B

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**QUESTION 19**

The Training and Events section of Cisco.com contains information about certification and additional Cisco educational resources that enable you to further your professional opportunities. Which program is found in Training and Events?

- A. Software Application Support plus Upgrades
- B. Cisco Partner Consultative Support
- C. Partner E-Learning Connection
- D. Cisco Partner Specializations Program

Answer: C

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**QUESTION 20**

What do most service requests coming to Cisco TAC concern?

- A. equipment defects
- B. equipment failures
- C. complex network operation and management issues
- D. integrating mixed vendor equipment

Answer: C

**QUESTION 21**

What best explains why the banking industry is ready to take advantage of an integrated network infrastructure?

- A. Many banks are still connecting via dial-up.
- B. Many banks need to consolidate departments and resources.
- C. Many banks find themselves with an obsolete branch infrastructure.
- D. Many banks need back-office process streamlining.

Answer: C

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**QUESTION 22**

There are four main Cisco certification levels that you can attain as a certified Cisco professional. What is the highest level of certification that is offered?

- A. Associate
- B. Senior Associate
- C. Specialist
- D. Expert

Answer: D

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**QUESTION 23**

A customer wants to deploy a single-band access point for an 802.11b/g solution now, with the option to upgrade to 802.11a/b/g as network requirements change. Which Cisco access point series is best suited for this requirement?

- A. Cisco Aironet 1000 Series products
- B. Cisco Aironet 1100 Series products
- C. Cisco Aironet 1130AG Series products
- D. Cisco Aironet 1200 Series products

Answer: D

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**QUESTION 24**

What are two benefits of the Cisco 1800 Series Integrated Services Routers? (Choose two.)

- A. fixed configuration for secure broadband, metro Ethernet, and wireless connectivity
- B. configuration for security policy monitoring
- C. dynamic management through self-healing processes
- D. connectivity options and investment protection through support for existing Cisco 1700 Series WICs

Answer: A, D

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**QUESTION 25**

Why should account managers take advantage of PEC?

- A. to gain certification from the Cisco Networking Academy Program
- B. to obtain dates, locations, and registration details for training, seminars, events, and certifications
- C. to obtain a higher level of certification
- D. to access training and available course information that will assist them in selling and supporting Cisco products and solutions

Answer: D

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**QUESTION 26**

How does the Cisco Security Agent proactively stop both known and unknown attacks?

- A. It reverse engineers and documents the attack.
- B. It looks subjectively at network traffic for abnormal flows of behavior.
- C. It creates a signature and updates the network security policies.
- D. It actively monitors all vulnerable areas of the network.

Answer: B

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**QUESTION 27**

As customers deploy converged services across their business infrastructures, access routers must integrate security services and IP communications. Which router series is designed to achieve this level of integration?

- A. Cisco 7000 Series WAN edge routers
- B. Cisco 800 Series routers
- C. Cisco Integrated Services Routers
- D. Cisco Small Business Series routers

Answer: C

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**QUESTION 28**

Which of these online services provides troubleshooting tools to augment services provided by Cisco SMARTnet?

- A. Cisco Solution Designer
- B. Cisco Output Interpreter
- C. Cisco Product Advisor
- D. Cisco Smart Business Roadmap Assessment Tool

Answer: B

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**QUESTION 29**

Which two statements best describe the Cisco Unified Wireless Network? (Choose two.)

- A. The Cisco Unified Wireless Network provides the framework to segregate wired and wireless networks to deliver the best security for companies that are deploying WLANs.
- B. The Cisco Unified Wireless Network provides the framework to integrate and extend wired and wireless networks to deliver the lowest-possible total cost of ownership for companies that are deploying WLANs.
- C. The Cisco Unified Wireless Network extends "wireless awareness" into important elements of the network infrastructure, providing the same level of security for WLANs that organizations have come to expect from their VPNs.
- D. The Cisco Unified Wireless Network extends "wireless awareness" into important elements of the network infrastructure, providing the same level of security, scalability, reliability, ease of deployment, and management for WLANs that organizations have come to expect from their wired LANs.

Answer: B, D

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**QUESTION 30**

Which online Cisco resource provides PPDIOO and Lifecycle Services methodology?

- A. Cisco Product Advisor
- B. Steps to Success Portal
- C. Secure Business Advisor
- D. Cisco Solution Designer

Answer: B

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**QUESTION 31**

Network integration helps to build a powerful business foundation. Which approach does Cisco use to integrate applications and services across the network infrastructure?

- A. application-level
- B. systems-level
- C. policy-level
- D. advanced services

Answer: B

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**QUESTION 32**

Which resource would an account manager use to create, place, and manage orders for Cisco products and services?

- A. Cisco interface and module tools
- B. Cisco direct-access links
- C. The Ordering tab at Cisco.com

D. Cisco network management tools

Answer: C

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**QUESTION 33**

Both the Cisco Catalyst 4500 and 6500 Series switches provide multilayer switching, enhanced network speed, and QoS for high-quality voice and video communications. These capabilities make the switches especially well suited to accommodate which area?

- A. wireless LAN management
- B. broadband networks
- C. converged networks
- D. distributed LAN connectivity

Answer: C

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**QUESTION 34**

Which type of security will allow businesses to focus on achieving business goals?

- A. point-product security
- B. endpoint security
- C. network infrastructure security
- D. secure access and threat defense

Answer: C

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**QUESTION 35**

When a business suffers a security breach, there can be serious ramifications. What is one of the immediate impacts that the business can suffer because of a security breach?

- A. loss of retail sales
- B. loss of customer faith
- C. disruption of business operations
- D. inability to deliver products or services

Answer: C

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**QUESTION 36**

Whether an organization is a small or midsize business, an enterprise, or a service provider, there are certain key issues that are shared throughout the business environment. Which two choices best describe key customer security concerns? (Choose two.)

- A. increasing response time
- B. interacting with suppliers
- C. improving operational efficiency
- D. reducing complexity

Answer: A, D

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**QUESTION 37**

What is a Cisco industry initiative that uses the network infrastructure to enforce security policy compliance on all devices that are seeking to access the network?

- A. Cisco Adaptive Threat Defense
- B. Cisco Secure Access Control
- C. Cisco Network Admission Control
- D. Cisco Threat Defense System

Answer: C

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**QUESTION 38**

Which service is provided by Cisco SMARTnet?

- A. investment protection with upgrade discounts
- B. around-the-clock access to Cisco Technical Access Center
- C. Cisco Learning Credits for IT staff development
- D. service level agreements to ensure uptime requirements are met

Answer: B

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**QUESTION 39**

Which statement best describes the differences between Cisco SMARTnet and Cisco SMARTnet Onsite?

- A. Cisco SMARTnet Onsite includes all of the elements of Cisco SMARTnet, with the additional provision of an onsite technician to perform parts replacement.
- B. Cisco SMARTnet Onsite is primarily attractive to customers who do not need to replace their hardware immediately, but would still like an onsite technician to install and replace hardware.
- C. Cisco SMARTnet Onsite includes certification classes and live network consulting at the customer site.
- D. Cisco SMARTnet Onsite provides network monitoring for small-to-medium sized businesses and provides onsite technical resources when hardware problems are detected.

Answer: A

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**QUESTION 40**

Healthcare providers are increasingly using wireless technologies to enable greater mobility for clinical staff. Which two wireless devices can be used in an integrated medical-grade network? (Choose two.)

- A. handheld computers
- B. imaging phone devices

- C. media phones
- D. tablet PCs

Answer: A, D

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**QUESTION 41**

The Channel Partner Program falls under which section of Cisco.com?

- A. Products and Solutions
- B. Ordering
- C. Technical Support and Documentation
- D. Partner Central

Answer: D

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**QUESTION 42**

Which Cisco Catalyst switches fit in the access area?

- A. Cisco Catalyst 2900 Series, Catalyst 7300 Series, and Catalyst 8000 Series
- B. Cisco Catalyst 2900 Series, Catalyst 3700 Series, and Catalyst 4500 Series
- C. Cisco Catalyst 2700 series, Catalyst 7300 series, and Catalyst 8000 series
- D. Cisco Catalyst 2700 Series, Catalyst 3700 Series, and Catalyst 4500 Series

Answer: B

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**QUESTION 43**

In what way does Cisco SMARTnet help customers protect their network investments?

- A. allows them to acquire replacement hardware as needed instead of carrying it in inventory
- B. includes upgrade insurance
- C. includes Cisco Learning Credits for staff training
- D. provides them with trade-in incentives for their end-of-life products

Answer: A

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**QUESTION 44**

In an integrated network, the network itself becomes the main point of control to prevent and respond to threats. What describes the Cisco vision to enable the network to identify, prevent, and adapt to security threats?

- A. Cisco Network Admission Control
- B. Cisco security solutions
- C. Cisco Self-Defending Network
- D. Cisco Integrated Wireless Network

Answer: C

**QUESTION 45**

Which statement best describes the benefits of Cisco Integrated Services Routers?

- A. In a single device, ISRs provide threat defense against attacks from hackers and viruses that can occur in the network.
- B. In a single device, ISRs provide the framework to integrate and extend wired and wireless networks.
- C. In a single, ISRs provide concurrent security, voice, data, wireless, and application optimization services.
- D. In a single device, ISRs provide the common fabric, functionality, and CLI across the network.

Answer: C

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**QUESTION 46**

Which segment would benefit from integrating the internal systems of a company, including those for inventory, payment processing, marketing, accounts, and order tracking?

- A. supply chain logistics
- B. banking administration
- C. retail supplier
- D. healthcare administration

Answer: A

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**QUESTION 47**

A small company that is considering a Cisco converged network solution has asked whether you recommend the Cisco 2800 or 3800 Series Integrated Services Routers. Which two resources would you consult to determine the appropriate product? (Choose two.)

- A. Partner Enablement Navigator
- B. Network Availability Improvement Support
- C. Products and Services at Cisco.com
- D. Cisco Focused Technical Support

Answer: A, C

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**QUESTION 48**

Cisco.com offers account managers which three of these resources? (Choose three.)

- A. customer issue narratives
- B. training and events
- C. archiving resources
- D. competitive portal
- E. ordering information
- F. products and services information

Answer: B, E, F

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**QUESTION 49**

Which two statements best explain why the Cisco Catalyst 6500 Series of switches best fits in the core area? (Choose two.)

- A. It can offer a broad set of access capabilities.
- B. It can eliminate network security threats.
- C. It can handle high amounts of traffic flow.
- D. It can aggregate data from the distribution-area switches.

Answer: C, D

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**QUESTION 50**

What are the three core capabilities of the Cisco Self-Defending Network? (Choose three.)

- A. Integration
- B. Performance
- C. Collaboration
- D. Adapability
- E. Scalability
- F. Interoperability

Answer: A, C, D

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**QUESTION 51**

What are two features of the Cisco Catalyst Express 500 Series that would make it an attractive option to a growing business of up to 250 employees? (Choose two.)

- A. embedded security
- B. enhanced image software
- C. StackWise technology
- D. GUI-based Cisco Network Assistant
- E. support for converged networks

Answer: A, D

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**QUESTION 52**

The Cisco Unified Wireless Network minimizes the TCO and maximizes wireless network uptime by optimizing which two deployment, management, and security features? (Choose two.)

- A. unified wireless and wired infrastructure for a single point of control for all WLAN traffic
- B. simplified management of central or remotely located access points
- C. extension features to wired network services, such as denial of service prevention and ACLs
- D. threat defense with a robust wired IDS

Answer: A, B

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**QUESTION 53**

You are meeting with the business manager of a large accounting firm. The firm was recently attacked by an employee who sold information from confidential customer files. Which Cisco SDN topic should you discuss with this customer?

- A. reduced downtime and failure
- B. mitigated security threats
- C. improved operational efficiency
- D. high availability

Answer: B

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**QUESTION 54**

Hacks and intrusions affect the economic performance of businesses immediately, in the shortterm, and in the long-term. Which two of these are short-term economic impacts of a security breach? (Choose two.)

- A. loss of retail sales
- B. erosion of investor confidence
- C. disruption of business operations
- D. loss of suppliers or customers

Answer: A, C

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**QUESTION 55**

Which two series of Cisco Catalyst switches, when placed in the distribution layer, effectively pass high amounts of network traffic between the core and access layers while aggregating access switches? (Choose two.)

- A. Cisco Catalyst 2800
- B. Cisco Catalyst 3550
- C. Cisco Catalyst 3750
- D. Cisco Catalyst 4500
- E. Cisco Catalyst 6500

Answer: D, E

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**QUESTION 56**

Which two access points have integrated 802.11a/b/g radio antennas? (Choose two.)

- A. Cisco Aironet 1000 Series products
- B. Cisco Aironet 1100 Series products
- C. Cisco Aironet 1130AG Series products

- D. Cisco Aironet 1200 Series products
- E. Cisco Aironet 1240AG Series products
- F. Cisco Aironet 1300 Series products

Answer: A, C

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**QUESTION 57**

An integrated, converged network enables customers to accomplish which three actions?  
(Choose three.)

- A. simplify communications
- B. eliminate network security threats
- C. reduce total cost of ownership
- D. reduce headcount
- E. enable collaboration
- F. increase bandwidth

Answer: A, C, E

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**QUESTION 58**

Which series of Cisco routers is suitable for small businesses and for connecting small offices to enterprise networks?

- A. Cisco 800 Series routers
- B. Cisco 830 Series routers
- C. Cisco 1700 Series Modular Access Routers
- D. Cisco 3700 Series Multiservice Access Routers

Answer: A

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**QUESTION 59**

What are three benefits of having a security policy in place? (Choose three.)

- A. reduced risk
- B. reduced downtime and failure
- C. mitigated security threats
- D. improved operational efficiency
- E. high availability
- F. increased services benefits

Answer: A, B, C

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**QUESTION 60**

What allows for a higher level of systems management capability that reduces the risk of change as well as management and administrative costs?

- A. policy control
- B. active participation
- C. systems-level approach
- D. application and service optimization

Answer: A