



**Vendor:** Cisco

**Exam Code:** 650-175

**Exam Name:** SMB for Account Managers (SMBAM)

**Version:** DEMO

#### QUESTION 1

What are two indicators that a customer should consider the installation of a Wireless LAN Controller? (Choose two.)

- A. want to provide employee wireless access
- B. want to provide unsecured wireless access
- C. need between two and three access points
- D. need one access point
- E. need more than four access points
- F. want to provide guest wireless access

**Answer:** EF

#### QUESTION 2

What resource would you recommend to a new Cisco partner for a variety of tools?

- A. Channel Incentive program
- B. Unified Communications for SMB
- C. Partner Central
- D. Steps to Success

**Answer:** C

#### QUESTION 3

Which statement best describes what Cisco Smart Care Service provides?

- A. bundled, unlimited support with the purchase of any Cisco product
- B. bundled technical support and maintenance for Cisco networks
- C. fee-based add-on support and tech-to-tech assistance for Cisco products
- D. technical support, maintenance, and monitoring to Cisco networks

**Answer:** D

#### QUESTION 4

Which two functions does Cisco Configuration Assistant provide? (Choose two.)

- A. call forwarding
- B. Bcommand line configuration
- C. wireless connectivity
- D. device discovery
- E. call routing configuration

**Answer:** DE

#### QUESTION 5

Increased productivity, minimized legal risks, and improvements in "green" operation can be easily linked to Cisco solutions in which technology area?

- A. on the destination network, between the server and a router
- B. security
- C. voice
- D. routing and switching
- E. eCommerce
- F. web collaboration

**Answer: B**

**QUESTION 6**

For which of the following campus LAN areas is the Cisco Catalyst Express 500 Series Switch most suitable?

- A. distribution area
- B. core area
- C. access area
- D. None of the above

**Answer: C**

**QUESTION 7**

Which Cisco support service product targets customers with up to 48 users on a network where voice communication is mission-critical to business operation?

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

**Answer: D**

**QUESTION 8**

In which areas do SMBs tend to require better products than found in retail stores?

- A. voice, intranet, and security
- B. security, voice, and wide-area networking
- C. wireless, intranet, and wide-area networking
- D. wireless, security, and voice

**Answer: D**

**QUESTION 9**

What are three of the attributes sought in a target customer for Cisco Smart Foundation services? (Choose three.)

- A. 50 or fewer network devices
- B. comprehensive network-wide support requirements

- C. fewer than 250 network users
- D. network is not mission-critical to business
- E. network is considered mission-critical
- F. skilled on-site customer IT staff

**Answer:** ACD

**QUESTION 10**

Which three characteristics are true of the ProtectLink Gateway product? (Choose three.)

- A. provides encryption between a browser and a web server
- B. provides web server content filtering is bundled in the SPS platform
- C. provides content filtering for e-mail blocks 97% of SPAM
- D. protects from spyware and phishing attacks

**Answer:** BCD

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