

**Cisco**  
**700-505**  
**SMB Specialization for Account Managers**



**QUESTION & ANSWERS**

# Cisco

## Exam 700-505

### SMB Specialization for Account Managers

Version: Demo

[ Total Questions: 10 ]

**Question No : 1**

Which wireless products can be implemented as stand-alone or as a cluster of APs?

- A. Cisco 110/300/500 Series
- B. Cisco WLC 2500/SRE
- C. Cisco 2600/3600 Series
- D. Cisco 700/1600 Series
- E. Cisco Meraki MR Series

**Answer: A**

**Question No : 2**

Which option is the back-end security ecosystem that detects threat activity, researches and analyzes those threats: and provides real-time updates along with best practices to allow organizations to be informed and protected?

- A. Threat Operation Center
- B. Secure Infrastructure Optimization
- C. Monitor Analysis Response System
- D. Security Intelligence Operations

**Answer: D**

**Question No : 3**

Which statement about TrustSec is true?

- A. It monitors all the devices on the network, and turns them off when they are not needed.
- B. It provides a policy-based, scalable platform that offers integrated posture, profiling, and guest services to make context-aware access control decisions.
- C. It provides secure rich-media and collaboration services to optimize real-time voice and video applications.
- D. It provides defense against denial of service attacks.

**Answer: B**

Reference:

[http://www.cisco.com/en/US/solutions/collateral/ns170/ns896/ns1051/at\\_a\\_glance\\_c45-](http://www.cisco.com/en/US/solutions/collateral/ns170/ns896/ns1051/at_a_glance_c45-)

653057.pdf (page 1, see Cisco TrustSec Secures borderless networks, first para, first sentence)

**Question No : 4**

Which Cisco service is targeted for customers that want proactive monitoring?

- A. SMARTnet
- B. Small Business Support Service
- C. SmartCare
- D. Collaborative Professional Services

**Answer: C**

**Explanation:**

The Cisco® Smart Care Service proactively verifies that the network is secure, reliable, and functioning optimally so that you can improve your employee productivity and customer responsiveness and get the most from your technology investments.

Reference:

[http://www.cisco.com/web/partners/services/programs/smartcare/downloads/Cisco\\_Smart\\_Care\\_Partner\\_AAG\\_1111.pdf](http://www.cisco.com/web/partners/services/programs/smartcare/downloads/Cisco_Smart_Care_Partner_AAG_1111.pdf)

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**Question No : 5**

Which two product portfolios help make up the Cisco Office in a Box solution? (Choose two.)

- A. Cisco Nexus 3048
- B. Cisco UCS C-Series Servers
- C. Cisco UCS E-Series Servers
- D. Cisco ISR 2900 and 3900 Series
- E. Cisco Nexus 5000
- F. Cisco ISR 1900, 2900 and 3900 Series

**Answer: C,D**

Reference:

[http://www.cisco.com/en/US/prod/collateral/ps10265/ps12629/white\\_paper\\_c11-715347.html](http://www.cisco.com/en/US/prod/collateral/ps10265/ps12629/white_paper_c11-715347.html) (Second para)

**Question No : 6**

Which two customer benefits can be realized with Cisco Unified Data Center? (Choose two.)

- A. 50 percent faster disaster recovery
- B. 50 percent less time in application deployment
- C. 15 percent faster in application performance, 40 percent less in infrastructure costs
- D. 60 percent less cost for cooling and power

**Answer: A,D**

Reference:

[http://www.cisco.com/web/GR/connect2013/pdfs/024\\_cisco\\_eugenioszervoudis.pdf](http://www.cisco.com/web/GR/connect2013/pdfs/024_cisco_eugenioszervoudis.pdf) (slide 10)

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**Question No : 7**

Which three options are benefits that a customer can achieve by implementing a Cisco borderless wired-wireless solution? (Choose three.)

- A. Automatically provision SSIDs based on VLAN ID
- B. Allow more than 50 users per access point to stream video content.
- C. Determine the number of devices and users on the network.
- D. Enforce policies to manage network access and keep data secure.
- E. Network scalability to meet increased traffic and growing number of devices.
- F. Prevent non-authorized devices from seeing SSIDs.

**Answer: C,D,E**

**Question No : 8**

A customer wants to deploy a solution that requires high-quality video for full multimedia applications. Which two Cisco Unified Communication endpoint solutions should you recommend? (Choose two.)

- A. 8900 Series
- B. 9900 Series
- C. 3900 Series
- D. 5900 Series
- E. 6900 Series

**Answer: A,B**

Reference: [http://www.cisco.com/en/US/prod/voicesw/ps6788/ip\\_phones.html](http://www.cisco.com/en/US/prod/voicesw/ps6788/ip_phones.html) (Both are high performance solutions. See the bulleted points underneath each solution)

**Question No : 9**

Which three options are considered common features of Cisco WebEx solutions? (Choose three.)

- A. Document, application, and desktop sharing
- B. Available in 226 languages
- C. Scheduled and ad-hoc meetings
- D. Consistent, cross-platform experience
- E. Third-party voice included
- F. Per-user attention status indicator

**Answer: A,C,D**

Reference:

<http://www.cisco.com/en/US/products/ps10412/index.html>

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**Question No : 10**

Which statement about the Threat Operations Center is true?

- A. It provides insight into threat trends and outlook
- B. It provides 24x7 coverage in three centers.
- C. It provides business hours global coverage
- D. It provides only automatic rule creation and quality control.

**Answer: A**

**Explanation:**

Source collection, analysis, and delivery of Security Intelligence content that includes services, publications, VoDs, and podcasts are among the key resources offered through SIO. SIO provides insight into threat trends and future outlook to protect the network through security best practices guidance and mitigation techniques.

## Benefits of Researchers and Analysts

### Researchers and Analysts:

- ▶ 600+ Engineers, technicians, and researchers
- ▶ 80+ PhDs, CCIEs, CISSPs, MCSEs
- ▶ Pen testing, botnet infiltration, malware reverse engineering
- ▶ Human-aided rule creation and QC
- ▶ 95% of Internet languages covered

### Benefits:

- ▶ Network security best practices and mitigation techniques
- ▶ Insight into threat trends and future outlook
- ▶ Quality assurance, reduced false positives
- ▶ Around-the-clock global coverage

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Reference:

[http://www.cisco.com/web/services/news/ts\\_newsletter/tool/archives/201004.html](http://www.cisco.com/web/services/news/ts_newsletter/tool/archives/201004.html)