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**Cisco**

**Exam Questions 700-505**

**SMB Specialization for Account  
Managers**

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### QUESTION 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 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 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\\_c45-653057.pdf](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 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 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 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) untitled

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