

## **646-204 Practice Test**

### **Cisco Cisco Sales Expert**

#### **646-204: Cisco Sales Expert**

**Practice Exam:** 646-204 Exams

**Exam Number/Code:** 646-204

**Exam Name:** Cisco Sales Expert

**Questions and Answers:** 100 Q&As

**( Sales Expert )**



Exam : [646-204](#)

For candidates making preparation for the Cisco 646-204 questions and answers, what they most desire is to easily pass the 646-204 (Cisco Sales Expert) exam. ItCertHome 646-204 includes 100 questions and answers, which are collected and collated by experts of Cisco. With our 646-204 study materials, you can successfully take Cisco certification of 646-204 exam and go further on Cisco career path.

#### **Free 646-204 Demo**

we provide Cisco 646-204 demo exam for free (in PDF format ) before you decide to purchase it. Thus,you can know better about the quality of our practice exam and then make your right decision.

#### **ItCertHome Test tool's advantages:**

##### **High Quality and Value of 646-204 exam**

ItCertHome Cisco Sales Expert 646-204 Practice Questions is developed and finished by Cisco technical team , cover every field of the exam . Besides, we have verified 646-204 answers,almost 100% correct.

##### **100% Guarantee to Pass 646-204 Exam**

We promise to give you FULL REFUND if you fail the Sales Expert 646-204 certification(Cisco Certified Network Associate) with the use of our ItCertHome testing engine.

##### **646-204 Self Test Mode**

ItCertHome provides a simulated and interactive environment where you can test your knowledge and skills about 646-204 to ensure enough assurance in real testing center.

##### **Periodic Updates of ItCertHome 646-204**

Once there is some change on Cisco 646-204 exam, we will update it timely, and the product you buy will be updated within 90 days for free.

##### **Professional and Efficient Service**

We offer 7\*24 customer support via diverse channels: LIVE CHAT,MAIL.Expecting the communication with you about IT certification.

The Questions & Answers cover the latest real test and with all the correct answer.we promise the Q&A for **Cisco Sales Expert 646-204** examination of original title complete coverage.ItCertHome **646-204 Braindumps** Questions & Answers help you pass the exam. Otherwise,we will give you a full refund.

### **We promised that use ItCertHome Q&A ensure you pass the exam at your first try.**

1. The Q&A are from cooperation exam center of the real original title,summaried by our professional team and collated by senior IT lectured in co-training center to make sure the professional quality of the Q&A.The correctly of the Q&A is 100%, the coverage of 646-204 Q&A are more than 96%.All you need to study the whole 646-204 Q&A before you participate the certification exam,it should be possible to easily complete the exam and pass the certification.

2. ItCertHome to all the Q&A, we promised "do not pass the exam give you a full refund". If you buy our 646-204 Q&A and did not pass the exam at the first try. You can take the examination report card that stamped with PROMETRIC or VUE test centers Seal. we will refund your full cost of 646-204 Q&A, absolutely guarantee you interests have no losses.(For a full refund details)

3. ItCertHome professional IT Q&A vendors, we provide well after-sale service. To all the customers buy the Q&A, we provide track service. when you buy the Q&A with in one year. you can enjoy the upgrade Q&A service for free. If in this period, the certified test center change the 646-204 Q&A, we will update the Q&A in the first time, and provide you the download update for free.

[Cisco 646-204](#) Test belongs to one of the Sales Expert certified test, if needs to obtain the Sales Expert certificate, you also need to participate in other related test, the details you may visit the Sales Expert certified topic, in there, you will see all related Sales Expert certified subject of examination.

646-204

ItCertHome professional provide Sales Expert 646-204 the newest Q&A, completely covers 646-204 test original topic. With our complete Sales Expert resources, you will minimize your Sales Expert cost and be ready to pass your 646-204 tests on Your First Try, 100% Money Back Guarantee included!

This 646-204 PDF demo do not include the questions and answers's picture:

Exam : Cisco 646-204

Title : Cisco Sales Expert

1. What feature does the Partner E-Learning Connection provide?

- A. Full versions of all Cisco technical-level classes
- B. Live instructor-led, web-based classes
- C. Flexible, web-based knowledge and learning
- D. Hosted website that partners use to deliver e-learning to customers
- E. Lists of training-partner class offerings

Answer: C

2. What are the three commonly recognized top-level business drivers for data centers? (Choose three.)

- A. Protecting the business from information outages
- B. A need to decentralize IT assets
- C. Increasing the rate of adoption of new, nonstandardized technologies
- D. Optimizing the efficiency with which IT operates
- E. An increased need for specialized IT silos
- F. Growing IT systems

Answer: ADF

3. What is the key element in SMB solutions?

- A. They provide the lowest possible cost.
- B. They reduce the cost and complexity associated with multiple services in a single device.
- C. They reduce complexity by eliminating features.
- D. Consumer-level products are suitable for SMB needs.
- E. Reliability is not important since replacement products are inexpensive.

Answer: B

4. On what type of network does the Cisco Unified Communication system reside?

- A. Independent voice, video, and data networks

- B. Voice networks only
- C. A single, joined voice, video, and data network
- D. Data networks only
- E. Wireless networks only

Answer: C

5. What type of approach is used to deploy, operate, and optimize Cisco solutions?

- A. Lifecycle advantages
- B. Lifecycle services
- C. Lifestyle services
- D. Lifestyle advantages
- E. Lifetime advantage

Answer: B

6. Which two of the following are benefits of engaging Cisco field resources? (Choose two.)

- A. Maximize the number and value of customer sales engagements
- B. Access free implementation and support services
- C. Eliminate sales and marketing expense
- D. Increase revenue and improve margin
- E. Access free hardware and software for resale

Answer: AD

7. Which Cisco program fairly and equitably rewards partners that actively identify, develop, and win new business opportunities in targeted market segments?

- A. Value Incentive Program
- B. Solution Incentive Program
- C. Opportunity Incentive Program
- D. Foundation Advantage

Answer: C

8. What resource allows Cisco partners to get funding for preapproved activities, such as catalogs, yellow pages, events, trainings, e-mail blasts, and advertising?

- A. Solution Expert
- B. Quote Builder
- C. Joint Marketing Fund
- D. Cisco Discovery
- E. Steps to Success

Answer: C

9. Which three products are targeted primarily for deployment in enterprise environments? (Choose three.)

- A. Cisco 1800 Series ISRs
- B. Cisco Catalyst 4500 Series Switches
- C. Cisco Catalyst 2960 Series Switches
- D. Cisco Catalyst 6500 Series Switches
- E. Cisco 7200 Series Routers
- F. Cisco 2800 Series ISRs

Answer: BDE

10. Which portal provides timely and concise information for sales professionals in competitive situations?

- A. Solution Expert
- B. Quote Builder
- C. Sales Accelerator
- D. Competitive Edge

E. Cisco Discovery

Answer: D

11. How many layers are in the OSI model?

A. 5

B. 6

C. 7

D. 8

Answer: C

12. Which program has been specifically designed for small-sized and medium-sized businesses and provides easy, cost-effective network support to help ensure reliable operations, contain costs, and protect their investments?

A. Cisco Software Application Support Services

B. Cisco Focused Technical Support Services

C. Cisco Smart Foundation Service

D. Cisco SP Base

E. Cisco SMARTnet Onsite

Answer: C

13. Which two high-profile regulations have a global impact on the financial industry? (Choose two.)

A. Computer Fraud and Abuse Act

B. CNIC

C. Basel II

D. Sarbanes-Oxley

Answer: CD

14. Which two technologies help enterprises reduce complex computing jobs to minutes and hours, rather than taking days and weeks? (Choose two.)

A. InfiniBand

B. Remote Direct Memory Access

C. SCSI over IP

D. Firewall Services

E. Secure Socket Layer

F. Hyperchannel

Answer: AB

15. Which technology is best deployed to meet the needs of users who desire secure remote access to corporate resources?

A. VPN-enabled routers

B. Cisco Security Agent

C. Cisco Adaptive Security Appliances

D. Cisco Adaptive Security Device Manager

E. Cisco Intrusion Prevention System

Answer: C

16. Which three of the following are benefits of Cisco TAC? (Choose three.)

A. Direct or indirect access to the global Cisco TAC organization

B. The ability to access teams of experts

C. Onsite engineering support

D. Minimizes risks associated with network downtime

E. Upgrades from base Cisco IOS Software to advanced feature set Cisco IOS Software

F. Project management and planning support

Answer: ABD

17. Which tool provides a complete guide that makes it easier for partners, regardless of their experience level, to sell Cisco Unified Communications solutions to their customers?

- A. Solution Expert
- B. Quote Builder
- C. Sales Accelerator
- D. Competitive Edge
- E. Cisco Discovery

Answer: C

18. Which stage of Cisco Lifecycle Services comprises services that ensure the design and deployment of the desired network functionality?

- A. Prepare
- B. Plan
- C. Design
- D. Implement
- E. Operate

Answer: D

19. 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

20. Which type of deployment utilizes ISRs with Cisco IOS Security feature sets to provide an ideal, low-cost, yet capable and powerful platform?

- A. Small deployments
- B. Large deployments
- C. Medium deployments
- D. Commercial deployments
- E. Financial deployments

Answer: A

More [646-204 practice test](#)

### **Related 646-204 Exams**

[646-204](#) Cisco Sales Expert

[650-393](#) LCSE Cisco Lifecycle Services Express

[650-621](#) Advanced Wireless LAN

[650-059](#) LCSARS Cisco Lifecycle Services Advanced Routing and Switching

[650-251](#) LCSAUC Cisco Lifecycle Services Advanced IP Communications

[646-202](#) Sales Expert Cisco Sales Expert Exam (CSE)

[642-961](#) Cisco Data Center Networking Infrastructure Solutions design

[650-575](#) Cisco Lifecycle Services Advanced Security

[646-203](#) Cisco Sales Expert(CSE)

[650-178](#) Communications System for Engineers

[642-176](#) Small Medium Business for Engineers

[646-171](#) Small Medium Business for Account Managers

**Other Cisco Exams**

|                                |                                |                                |                                |                                |                                |                                |                                |
|--------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|
| <u><a href="#">646-171</a></u> | <u><a href="#">351-018</a></u> | <u><a href="#">646-202</a></u> | <u><a href="#">646-590</a></u> | <u><a href="#">642-524</a></u> | <u><a href="#">350-020</a></u> | <u><a href="#">642-821</a></u> | <u><a href="#">646-096</a></u> |
| <u><a href="#">642-445</a></u> | <u><a href="#">646-203</a></u> | <u><a href="#">642-591</a></u> | <u><a href="#">646-057</a></u> | <u><a href="#">646-392</a></u> | <u><a href="#">642-081</a></u> | <u><a href="#">642-342</a></u> | <u><a href="#">642-532</a></u> |
| <u><a href="#">642-541</a></u> | <u><a href="#">646-363</a></u> | <u><a href="#">642-162</a></u> | <u><a href="#">642-973</a></u> |                                |                                |                                |                                |