

SMB Specialization for Account Managers 700-505 Dumps With VCE and PDF Download (Question 33 - Question 36)

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Decision Makers Overview

- ▶ Key groups that:
 - ▶ Set goals and expectations
 - ▶ Establish criteria for desirable solution characteristics
- ▶ Understand their concerns and responsibilities and address these in their proposals
- ▶ Three key groups:
 - ▶ Business Decision Maker (CxO)
 - ▶ Technical Decision Maker
 - ▶ Line of Business Manager



QUESTION 35 Which two benefits are delivered by Cisco Telepresence? (Choose two.) A. Collaboration Experience is integrated.B. Large files can be delivered between locations.C. User interface are unified.D. Any endpoint can be used. Answer: ACE Explanation: <http://www.cisco.com/web/telepresence/telepresence-collaboration.html> QUESTION 36 Which Cisco series switch is stackable and provides solid baseline switching? A. 200 SeriesB. 300 SeriesC. 500 SeriesD. 100 Series Answer: C Explanation

Cisco Small / Midsize Business Switch Portfolio

100 Series	200, 300 Series	500 Series	Catalyst 2960	Catalyst 3560-X, 3750-X
				
Affordable and easy to use	Foundational, smart and managed	Stackable with advanced network features	Competitive feature set at compelling prices	Industry-leading fixed switching
Entry Level Features Low TCO		Solid Baseline Switching		Innovative Services
Data	Voice	Data	Voice	Any Device
				HD Video
				VDI

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