



**Exam** : **646-976**

**Title** : Data Center Networking  
Sales Specialist

**Version** : Demo

**1.A software engineering firm wants to streamline call center operations to reduce customer wait times and improve employee productivity. Which Cisco solution best matches this business need?**

- A.optical network
- B.IP telephony
- C.WLAN
- D.DSL

**Correct:B**

**2.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

**Correct:A**

**3.What does a router do?**

- A.stores data on the network and connects the local-area network (LAN) to the wide-area network (WAN)
- B.routes traffic down alternative paths and connects the local-area network (LAN) to the wide-area network (WAN)
- C.broadcasts data to all devices that are connected to it across the local-area network (LAN) and wide-area network (WAN)
- D.reads Media Access Control (MAC) addresses to forward messages to the correct location and connects the local-area network (LAN) to the wide-area network (WAN)

**Correct:B**

**4.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.

**Correct:B**

**5.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

**Correct:C**

**6.What is a benefit of Internet protocol (IP) telephony?**

- A.synchronizes password exchanges for call setup
- B.eliminates the need for physical cabling in a TCP/IP network
- C.enables two-way voice transmission over a packet-switched TCP/IP network
- D.creates an encrypted tunnel for voice through a Transmission Control Protocol (TCP)/IP network

**Correct:C**

**7.What distinguishes IP telephony from standard analog telephony?**

- A.IP telephony uses IP addressing to provide a single dedicated path through a circuit-switched network.
- B.IP telephony uses IP addressing to enable two-way voice transmission over a packet-switched TCP/IP network.
- C.IP telephony uses TCP/IP to ensure that voice packets are given priority throughout the network so that conversations arrive intact.
- D.IP telephony uses IP addressing to establish a single dedicated path through a packet-switched network.

**Correct:B**

**8.You are a Cisco engineer of Pass4sure.com. As far as you know, which two of the following you will benefit from unified fabric? (Choose two.)**

- A.reduced I/O bandwidth
- B.reduced throughput
- C.reduction of server adapters required for I/O
- D.reduced cabling

**Correct:C D**

**9.You work as the network administrator at Pass4sure.com. Which of the following is correct if using the Cisco VFrame DC as a data center provisioning device?**

- A.Cisco VFrame DC can work only with the Nexus 7000 Series Switches.
- B.Cisco VFrame DC can provision only network resources.
- C.Cisco VFrame DC can work with VMware.
- D.Cisco VFrame DC can work with the Catalyst 6500 Series Switches and the Nexus 7000 Series Switches but not with MDS.

**Correct:C**

**10.You work as a Cisco engineer at Pass4sure.com. With your judgement, in the highly competitive networking switch market, which of the following can Cisco make that the competition cannot?**

- A.10 Gigabit Ethernet is available on all switches and line cards, and blade switches for both data networks and storage networks..
- B.Cisco has blade server switches for both data networking and storage networking requirements.
- C.Cisco has a commitment to using Ethernet as the backbone connection system for the data center.
- D.Cisco supports modular switches and top-of-rack switches for both Gigabit Ethernet and 10 Gigabit Ethernet, and blade switches for both data networks and storage networks.

**Correct:D**