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## Q&A

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**Exam** : **700-505**

**Title** : SMB Specialization for  
Account Managers

**Version** : DEMO

1.Which option is an online conferencing solution that allows participants to see; hear and share content and applications in real time?

- A. Cisco Unity
- B. Cisco ISR with Conferencing service module
- C. Borderless Networks
- D. WebEx meetings

**Answer: D**

2.Which two Cisco ISR series are needed to support a Cisco Services-Ready Engine to deploy services on demand? (Choose two.)

- A. 3900 Series
- B. 2900 Series
- C. 2800 Series
- D. 800 Series

**Answer: A, B**

3.Which three business challenges do customers face that are addressed by Cisco architectural solutions? (Choose three.)

- A. Guarantee reliability.
- B. Improve workforce productivity.
- C. Hire more staff.
- D. Increase cash flow.
- E. Deliver first-class offerings and experience to their clients.
- F. Reduce total cost of ownership while maximizing the contribution of IT.

**Answer: B, E, F**

4.Your customer is considering migrating to a Cisco Borderless Routing solution from their current vendor. Which best practice can close the sale?

- A. Show the customer a Cisco television commercial
- B. Go through a check list and compare the performance capabilities between Cisco and the other vendor.
- C. Mention that promotions and incentives are available through Cisco.
- D. Demonstrate how the Cisco solution saves money by consolidating devices and integrating management.

**Answer:D**

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**