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QUESTION 1

What is the easiest way to enable SD-Access for all your remote sites after you have your campus SD-Access fabric up and running?

- A. Treat all sites as one fabric domain and use the traditional physical network as the underlay.
- B. Use a separate fabric domain for each site and use SD-WAN as the underlay.
- C. Use a separate fabric domain for each site and use the traditional physical network as the underlay.
- D. Treat all the sites as one fabric domain and use SD-WAN as the underlay.

Correct Answer: D

QUESTION 2

Which two statements are true regarding SD-WAN demonstrations? (Choose two.)

- A. As a Cisco SD-WAN SE, you should spend your time learning about the technology rather than contributing to demo innovation.
- B. Use demonstrations primarily for large opportunities and competitive situations.
- C. During a demo, you should demonstrate and discuss what the team considers important details.
- D. There is a big difference between demos that use a top down approach and demos that use a bottom up approach.
- E. During a demo, you should consider the target audience and the desired outcome.

Correct Answer: DE

QUESTION 3

What are three ways in which Cisco ISE learns information about devices? (Choose three.)

- A. user authentication to the ISE
- B. SMTP agents
- C. RPC mechanism via HTTPS
- D. traffic generated by the device
- E. network servers the device has accessed
- F. RADIUS attributes

Correct Answer: DEF

QUESTION 4

Which two activities should occur during an SE's demo process? (Choose two.)

- A. determining whether the customer would like to dive deeper during a follow up.
- B. asking the customer to provide network drawings or white board the environment for you.
- C. identifying which capabilities require demonstration.
- D. leveraging a company such as Complete Communications to build a financial case.
- E. highlighting opportunities that although not currently within scope would result in lower operational costs and complexity.

Correct Answer: CE

QUESTION 5

Which two activities should occur during an SE's discovery process? (Choose two.)

- A. Establishing credibility with the customer
- B. Working with the customer to develop a reference architecture
- C. Referencing the PPDIIO model to effectively facilitate the discussion
- D. Gathering information about the current state of the customer's network environment
- E. Mapping Cisco innovation to customer's needs

Correct Answer: AD

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