



# 646-365<sup>Q&As</sup>

Cisco Express Foundation for Account Managers

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#### QUESTION 1

What are two business values of Cisco Validated Design and Cisco Smart Business Architecture? (Choose two.)

- A. cost reduction
- B. vision
- C. agility
- D. strategy
- E. management

Correct Answer: AC

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#### QUESTION 2

Which two are main drivers for changing business operations? (Choose two.)

- A. change of market trends
- B. change of competition
- C. change of application software version
- D. migration to Cisco single-vendor networking solution
- E. migration of the enterprise network to IPv6

Correct Answer: AB

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#### QUESTION 3

Which three are important market drivers for WAN optimization? (Choose three.)

- A. eliminate the need for complex IPSLA implementation
- B. acceleration of applications
- C. optimization of bandwidth
- D. offer value-added, optimized application services
- E. sufficient bandwidth availability

Correct Answer: BCD

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#### QUESTION 4



Which of the following statements best describes total cost of ownership (TCO)?

- A. TCO is the sum of all CapEx.
- B. TCO consists of direct costs (CapEx) and indirect costs such as labor and training.
- C. TCO consists of direct costs (CapEx) and indirect costs such as training, user productivity, competitive advantage, growth potential, and so on.
- D. TCO is relevant to the finance manager only.

Correct Answer: B

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#### QUESTION 5

What are the two benefits of the "one policy" approach in the Cisco Unified Access solution? (Choose two.)

- A. uncompromised experience
- B. context-based control
- C. resiliency and scalability
- D. user-specific services
- E. comprehensive visibility

Correct Answer: BD

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