



650-752^{Q&As}

Advanced IP NGN Architecture Sales

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QUESTION 1

Match each term on the left to its explanation on the right.

<input type="checkbox"/>	monetization	1.	consulting workshops with the customer and network audit
<input type="checkbox"/>	service growth	2.	automation and management
<input type="checkbox"/>	complexity reduction	3.	expansion capacity needed
<input type="checkbox"/>	cost optimization	4.	complex billing systems

Select and Place:

<input type="checkbox"/>	monetization	1.	consulting workshops with the customer and network audit
<input type="checkbox"/>	service growth	2.	automation and management
<input type="checkbox"/>	complexity reduction	3.	expansion capacity needed
<input type="checkbox"/>	cost optimization	4.	complex billing systems

Correct Answer:

4.	monetization	<input type="checkbox"/>	consulting workshops with the customer and network audit
1.	service growth	<input type="checkbox"/>	automation and management
2.	complexity reduction	<input type="checkbox"/>	expansion capacity needed
3.	cost optimization	<input type="checkbox"/>	complex billing systems

QUESTION 2

The Cisco Service Contract Center tool allows Cisco Partners to manage which three activities? (Choose three.)

A. quoting



- B. technical faults
- C. spare parts delivery
- D. contract management
- E. ordering
- F. training offering

Correct Answer: ADE

QUESTION 3

What are two benefits of using Cisco Fixed Services? (Choose two.)

- A. simplified engagement model
- B. introducing higher OpEx
- C. expanding ROI interval
- D. simplified delivery model
- E. increased risk

Correct Answer: AD

QUESTION 4

What is FUD?

- A. a new Cisco IP NGN-capable switch
- B. a method for controlling customers
- C. a strategic attempt to influence public perception by disseminating negative and dubious or false information
- D. Cisco IP NGN technology

Correct Answer: B

QUESTION 5

Which option is a major pillar of the Cisco IP NGN architecture?

- A. managed and cloud services
- B. QoS services
- C. VoIP services



D. assistance services

Correct Answer: A

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