

Exam : [**Cisco 650-195**](#)

Title : **SMB Solutions for
Engineers (SMBEN)
Practice Test**

Version : **Demo**

1. Which three pre-sales Smart Design documents are available to help you implement and install a solution? (Choose three.)

- A. Small Business Product Guide
- B. Design Guide
- C. Application Notes
- D. Solution Profile
- E. Cisco Configuration Assistant
- F. Implementation Guide

Answer: ADE

2. Which program houses all the SMB partner training resources?

- A. Partner Education Connection
- B. Campaign Builder
- C. Market Cisco Technologies and Services
- D. SMB University
- E. Select Certification

Answer: A

3. What is the minimum level of account access that partners need to download Cisco Configuration Assistant from Cisco.com?

- A. Guest
- B. Partner
- C. Select
- D. Privileged
- E. Cisco CCIE

Answer: C

4. Which Cisco Small Business wireless product includes a 5-port switch?

- A. WAP200E
- B. WAP200

- C. WET200
- D. WAP2000
- E. WAP4410N

Answer: C

5. Which Cisco Small Business wireless product can be used to connect the network of a office building to a warehouse across the street?

- A. WAP2000
- B. WET200
- C. WAP200
- D. WAP200E

Answer: B

6. Which two types of information might be found at the Small Business Partner Central website? (Choose two.)

- A. specialization and certification details
- B. product information on the Data Center products-
- C. online product ordering
- D. technology partner products and services
- E. sales program information

Answer: AE

7. What is the SMB Partner Practice Builder?

- A. support for partners building a new business.
- B. program to develop Unified Communications practice
- C. technical support that requires an annual subscription
- D. management consultancy service offered to develop partner business process.

Answer: B

8. In what two ways to does the Cisco SR 520 Secure Router complement the Cisco Small Business

Communications System? (Choose two.)

- A. remote configuration of access points
- B. stateful packet inspection firewall
- C. Cisco Intrusion Prevention System
- D. guest access
- E. 10-Gigabit Ethernet connectivity

Answer: BC

9. Which companion switch is recommended to be installed with the Cisco Unified Communications 500 Series?

- A. C2950
- B. SRW224G4
- C. ESW 500
- D. C3750

Answer: C

10. What is the primary benefit of Single Number Reach?

- A. Employees can have their calls forwarded to the receptionist.
- B. Employees can receive calls at their desk and cell phone simultaneously.
- C. Customers can call one number to reach all employees.
- D. Customers can call any office number and the receptionist receives the call.

Answer: B

11. Which three are components of the Cisco SMARTnet service? (Choose three.)

- A. cases opened via e-mail or telephone at any time.
- B. NBD callback from specialized engineers during regular business hours
- C. advanced replacement on the next business day
- D. Support for every Cisco product
- E. support for low-end products only
- F. immediate support from the Cisco TAC engineers

Answer: CDF

12. How many users are supported on the Cisco Unified Communications models 540 and 560 platforms?

- A. 32 Users on the UC540 and 104 users on the UC560
- B. 16 Users on the UC540 and 104 users on the UC560
- C. 16 Users on the UC540 and 64 users on the UC560
- D. 32 Users on the UC540 and 64 users on the UC560

Answer: A

13. What is the difference between Cisco Catalyst 2960 LAN Base Series and the Lite series.

- A. Only the Cisco Catalyst 2960 LAN Base Series can be managed
- B. Only the Cisco Catalyst 2960 LANLite Series supports Gigabit Ethernet
- C. Only the Cisco Catalyst 2960 LANLite Series supports Power over Ethernet
- D. Only the Cisco Catalyst 2960 LAN Base Series offers enhanced security

Answer: AD

14. What is the primary benefit of Single Number Reach?

- A. Customers can call any office number and the receptionist receives the call.
- B. Employees can have their calls forwarded to the receptionist.
- C. Customers can call one number to reach all employees.
- D. Employees can receive calls at their desk and cell phone simultaneously.

Answer: D

15. Which two Cisco Partner Development Funds tracks are available for SMB Specialized and Express Foundation Specialized partners? (Choose two.)

- A. Commercial PDF EUC
- B. Commercial PDF BE
- C. PDF Cash Back
- D. PDF Pro Basic
- E. PDF Core

Answer: DE

16. What are three characteristics that buyers of Cisco Small Business routers typically look for? (Choose three.)

- A. basic security options
- B. advanced network configuration
- C. integrated solutions
- D. point products
- E. simple network configuration
- F. advanced security options

Answer: DEF

17. Which three WAN technologies does the Cisco SR 500 Family support? (Choose three.)

- A. SIPtrunking
- B. Fibre Channel
- C. Fast Ethernet
- D. T1
- E. Ipv6
- F. ADSL

Answer: CDF

18. Layer 3 (the network layer) provides connectivity and path selection between two host

- A. hub
- B. B) bridge
- C. application
- D. switch
- E. router

Answer: E

19. Which two features are unique to SPA 525 phones compared to SPA501, SPA502?

- A. monochrome backlit display
- B. Bluetooth
- C. full-duplex speakerphone
- D. DynamicSoftkeys
- E. MP3 Music Player

Answer: BE

20. Which program houses all the SMB partner training resources?

- A. Campaign Builder
- B. Market Cisco Technologies and Services
- C. Select Certification
- D. SMB University
- E. Partner Education Connection

Answer: D