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# Enterprise Mobility Essentials for Sales Engineers

## Cisco 500-460

## Version Demo

**Total Demo Questions: 6**

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# Topic Break Down

| Topic | No. of Questions |
|---|---|
| Topic 1, Enterprise Wireless Architecture | 17 |
| Topic 2, Enterprise Wired and Wireless Network | 11 |
| Topic 3, Cisco DNA Center | 2 |
| Topic 4, Cisco Identity Services Engine | 6 |
| Topic 5, Cisco Spaces | 22 |
| Topic 6, Mix Questions | 5 |
| Total | 63 |

QUESTION NO: 1

Which Cisco platform enables organizations to use existing wireless infrastructure to obtain occupancy, location, and environmental insights from physical spaces?

**A.** Cisco Spaces

**B.** Cisco Webex Control Hub

**C.** Cisco Unified Communications Manager

**D.** Cisco Intersight

**ANSWER: A**

**Explanation:**

Cisco Spaces is correct because it is a cloud platform that uses data from Cisco wireless, switching, and sensor infrastructure to provide location and occupancy insight for physical environments. Organizations can use it to understand how spaces are used and to support workflows such as indoor wayfinding, asset visibility, space utilization, and operational monitoring.

Cisco Spaces extends the value of the existing network by turning connected-device and sensor telemetry into information that facilities, operations, and business teams can use. See the Cisco Spaces overview.

**QUESTION NO: 2**

Which three business outcomes can Cisco DNA Spaces help an organization achieve by using wireless location data? (Choose three.)

**A.** monitor occupancy trends

**B.** analyze visitor dwell time

**C.** support indoor wayfinding

**D.** replace the enterprise identity directory

**E.** confirm every retail purchase made by a visitor

**ANSWER: A B C**

**Explanation:**

**Monitor occupancy trends** is correct because Cisco DNA Spaces can use location telemetry to provide insight into how people occupy buildings, venues, and defined zones. **Analyze visitor dwell time** is also correct because organizations can use presence and location analytics to understand how long visitors remain in locations or areas. **Support indoor wayfinding** is a further location-based outcome, enabling users to navigate large facilities through maps and location-aware experiences.

Cisco DNA Spaces does not replace an enterprise identity directory, and wireless location analytics alone cannot confirm a retail purchase. These capabilities are instead used to create operational insight and location-aware experiences from existing wireless infrastructure. See the Cisco DNA Spaces overview.

**QUESTION NO: 3**

Which Cisco CMX application is used to provide location-specific services, promotions, information, navigation, and communication?

**A.** CMX Consumer Engage

**B.** CMX Browser Engage

**C.** CMX Venue Engage

**D.** CMX App Engage

**ANSWER: D**

**Explanation:**

**CMX App Engage** is the Cisco CMX application designed to deliver location-aware experiences through an organization's native mobile application. It enables a venue to use CMX location intelligence to connect a visitor's in-app experience to their physical context. This supports services such as nearby or location-specific content, targeted promotions, useful venue information, indoor wayfinding and navigation, and communications such as relevant notifications. App Engage is intended for organizations that want to embed these capabilities in a branded mobile app, using Cisco CMX location data and related engagement capabilities to improve the visitor journey. For example, a campus, retailer, airport, or stadium can provide directions to a destination, surface information associated with the user's current area, or present a timely offer based on where the visitor is located. Cisco describes Connected Mobile Experiences as a platform that combines location analytics with engagement capabilities to create more personalized mobile experiences. See the Cisco CMX product information at Cisco Connected Mobile Experiences Data Sheet and the CMX documentation landing page at Cisco CMX Installation and Configuration Guides.

**QUESTION NO: 4**

Which four options are the layers of the Cisco and Partner Ecosystem Modular Stack in the Cisco Mobile Workspace Solution? (Choose four.)

**A.** mobile policy

**B.** location services

**C.** application delivery

**D.** mobile productivity

**E.** core infrastructure and security

**F.** mobile content delivery

**ANSWER: A C D E**

**Explanation:**

The Cisco and Partner Ecosystem Modular Stack for the Cisco Mobile Workspace Solution is organized around four functional layers: mobile productivity, mobile policy, application delivery, and core infrastructure and security. Mobile productivity represents the end-user workspace capabilities and collaboration tools that enable employees to work effectively from mobile devices. Mobile policy provides the governance layer for managing device, user, application, and access policies consistently across the mobile environment. Application delivery supplies secure, reliable access to business applications and services for mobile users. Core infrastructure and security supplies the foundational network, identity, access-control, and security capabilities on which the other layers depend.

This modular approach lets Cisco and partner technologies be combined according to a customer's requirements while retaining a clear separation between the user experience, policy enforcement, application-access, and foundational infrastructure domains. Cisco's enterprise mobility portfolio and validated-design resources describe the underlying secure-networking, identity, and application-access capabilities that support this type of architecture. See Cisco's Enterprise Mobility solutions and the Cisco Design Zone for Cisco architecture and solution-design resources.

**QUESTION NO: 5**

Which option describes one of the values that Cisco channel partners get in establishing an enterprise mobility practice?

**A.** accelerate migration to 802.11ac to give customers optimum performance

**B.** reduce the amount of Cisco infrastructure devices at the enterprise

**C.** migrate toward a primarily cloud-based services practice

**D.** balance revenue sources between premise and cloud-based services

**ANSWER: D**

**Explanation:**

“balance revenue sources between premise and cloud-based services” describes an important business value of an enterprise mobility practice for a Cisco channel partner. Enterprise mobility engagements can include traditional on-premises infrastructure and lifecycle work, such as wireless network design, deployment, upgrades, and support, while also creating recurring opportunities through cloud-managed networking, subscriptions, software licensing, managed services, and customer-success activities. This combination helps a partner develop a more resilient, diversified revenue model rather than relying solely on one-time product transactions or projects.

Cisco’s enterprise networking portfolio supports this approach by combining campus and wireless infrastructure with cloud management and subscription-based capabilities. A mobility practice therefore gives partners a practical path to attach ongoing services to networking solutions and build longer-term customer relationships. Cisco also positions its partner ecosystem around creating differentiated solutions, expanding service opportunities, and developing recurring revenue. These objectives align directly with balancing on-premises revenue sources and cloud-based services as customers adopt hybrid operating models. See Cisco’s Enterprise Networks solutions overview and the Cisco Partner program overview.

**QUESTION NO: 6**

Which two options are applications that enable collaboration in the Cisco Mobile Collaboration Solution? (Choose two.)

**A.** AnyConnect

**B.** Cisco Prime

**C.** Jabber

**D.** Mobile Device Management

**E.** WebEx

**ANSWER: C E**

**Explanation:**

**Jabber** and **WebEx** are the collaboration applications in Cisco’s Mobile Collaboration Solution. Cisco Jabber extends unified communications to mobile users by providing a single client for presence, instant messaging, voice and video calling, voicemail, and conferencing integration. This lets a user access enterprise communication services from a supported mobile device while retaining the identity and calling capabilities associated with the Cisco collaboration environment.

WebEx provides the meeting and team-collaboration component: users can join or host online meetings and collaborate through audio, video, screen sharing, messaging, and shared content from mobile endpoints. Together, Jabber’s real-time unified-communications capabilities and WebEx’s web-meeting and conferencing capabilities support the core goal of mobile collaboration—allowing users to communicate and work together regardless of location or device. Cisco describes the Webex App’s integrated calling, messaging, and meeting experience at Cisco Webex App. Cisco’s product information for the unified communications client is available at Cisco Jabber.