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**Certified Wireless Technology Specialist - Sales**

**CWNP PW0-071**

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## Topic Break Down

<b>Topic</b>	<b>No. of Questions</b>
<b>Topic 1, Wi-Fi Technology, Standards, and Certifications</b>	<b>12</b>
<b>Topic 2, Hardware and Software</b>	<b>16</b>
<b>Topic 3, Radio Frequency (RF) Fundamentals</b>	<b>12</b>
<b>Topic 4, Site Surveying and Installation</b>	<b>10</b>
<b>Topic 5, Applications, Support, and Troubleshooting</b>	<b>10</b>
<b>Topic 6, Security and Monitoring</b>	<b>10</b>
<b>Total</b>	<b>70</b>

## QUESTION NO: 1

In order to assess your customer's Wi-Fi network needs, you have arranged an initial meeting with your customer's representatives and your systems engineer. So that you can request cooperation and input from all stakeholders, which individuals from your customer's company should you invite to this functional requirements meeting? (Choose 2)

- A. Network administrator
- B. Wireless end users
- C. Director of Human Resources
- D. Software engineering manager
- E. Facilities manager

**ANSWER: A E**

## QUESTION NO: 2

Manufacturers design hardware used for wireless LANs based on a common set of criteria or rules known as standards. The name of the organization responsible for creating 802.11 WLAN standards is what?

- A. IEEE
- B. Wi-Fi Alliance
- C. IETF
- D. WiMAX Forum
- E. ITU

**ANSWER: A**

## QUESTION NO: 3

Which one of the following adjustments can most benefit a high density environment?

- A. Antennas with more gain
- B. APs with lower output power
- C. PoE with more wattage
- D. Controllers with fewer 802.3 ports

**ANSWER: B**

## QUESTION NO: 4

You are hired by ABC Company to recommend an appropriate solution for their wireless network. They would like to operate in the 2.4 GHz ISM frequency band and will require data throughput in excess of 10 Mbps. To meet that need, you recommend equipment compliant with the \_\_\_\_\_ or \_\_\_\_\_ amendments to the 802.11 standard. (Choose 2)

- A. 802.11a
- B. 802.11b
- C. 802.11i
- D. 802.11g
- E. 802.11n

**ANSWER: D E**

## QUESTION NO: 5

As a new salesperson for ABC Company's Golden Gate division, you are tasked with selling Wi-Fi equipment. While evaluating the manufacturer's specifications for a specific Wi-Fi device, you read that this device supports 802.1X/EAP. What capability does this feature provide?

- A. QoS for multimedia applications
- B. Power Save functionality
- C. Air Time Fairness
- D. User identity validation

**ANSWER: D**

## QUESTION NO: 6

Exhibits:



View the figures and correctly identify the antenna types illustrated in the figures.

- A. Figure 1: Yagi  
Figure 2: Patch
- B. Figure 1: Panel  
Figure 2: Dipole
- C. Figure 1: Rubber Duck  
Figure 2: Omni-directional
- D. Figure 1: Parabolic Dish  
Figure 2: Grid
- E. Figure 1: Sectorized  
Figure 2: Array

**ANSWER: D**

## QUESTION NO: 7

As an alternative to using leased lines to connect two offices on the same campus, your customer wants to implement a Wi-Fi solution. When asked by your customer, what advantages do you cite regarding use of a Wi-Fi infrastructure instead of a leased line? (Choose 2)

- A. Wi-Fi implementations are more reliable than leased lines.
- B. Wi-Fi implementations have a lower total cost of ownership than leased lines.
- C. Wi-Fi implementations are not susceptible to outages caused by inclement weather.
- D. Wi-Fi implementations support larger numbers of simultaneous connections than leased lines.
- E. Wi-Fi implementations offer more flexibility and easier expansion than leased lines.

**ANSWER: B E**

## QUESTION NO: 8

After installing a wireless client adapter into a laptop computer, what software is required to use the adapter and to configure it to connect to a Wi-Fi network? (Choose 2)

- A. Web Browser
- B. Client Utility
- C. Protocol Analyzer
- D. Captive Portal
- E. Device Driver

**ANSWER: B E**

## QUESTION NO: 9

Your customer has asked you to recommend a Wi-Fi solution that includes the following features:

1. Role Based Access Control
2. Stateful Firewall
3. Quality of Service

What device type can perform all of these functions?

- A. Wireless Intrusion Prevention System (WIPS)
- B. Wireless Network Management System (WNMS)
- C. Wireless LAN Controller
- D. Wireless Workgroup Bridge

**ANSWER: C**

## QUESTION NO: 10

Which explanations of antenna usage are the most accurate? (Choose 2)

- A. A parabolic dish antenna is ideal for directing a beam down a long hallway.
- B. An omni-directional antenna is well-suited to provide wireless coverage in most homes.
- C. Patch antennas are mounted in the center of a lecture hall to provide circular coverage.
- D. A dipole antenna is mounted to a perimeter wall in school buildings to provide coverage inside the building.
- E. A grid antenna is designed to perform favorably as part of an outdoor point-to-point link under windy conditions.

**ANSWER: B E**