



**Exam Score Report**  
SMB Specialization for Account Managers

Date Tested: 03/27/2014  
Candidate: Yannick Cadin  
Registration ID: 267330499  
Testing Site: unproctored  
Exam Number: 700-505  
Passing Score: 790  
Your Score: 902  
Grade: Pass

The official score is based on a scale of 300 to 1000 points.  
If you are a CCSI, please verify your required score on the CLP website.

Cisco policy requires that you wait a minimum of 180 days before retaking a passed exam (with an identical exam number).

**PLEASE READ: IMPORTANT INFORMATION**

- Please login to the Certification Tracking System to ensure that your name and mailing address are correct at <http://www.cisco.com/go/certifications/login>
- Please allow 10 days for Cisco to receive your exam results.
- To receive or stop receiving communications, log into the Certification Tracking System and select your preference in the Opt In/Opt Out section.
- For additional certification and training resources visit <http://www.cisco.com/go/certresources>

**The following report shows your performance in each section of the exam:**

The Certification Exam Policies webpage ([www.cisco.com/go/exampolicy](http://www.cisco.com/go/exampolicy)) provides a single resource giving key certification policies, agreements, and the CCIE policy page for information specific to the CCIE program. Consult this section for current information on program policies for Cisco Certifications exams.

The scores below are not cumulative.

| <b>SECTION:</b>  | <b>PERCENT CORRECT:</b> |
|--|-------------------------|
| Describe the Cisco Value Added Selling Approach                    | 100%                    |
| Describe the Cisco Service Offerings for Customers                 | 75%                     |
| Describe Cisco Partner Tools and Resources                         | 100%                    |
| Describe the Competitive Positioning of Cisco Borderless Networks  | 67%                     |
| Describe Cisco Routing solutions for Small and Midsize customers   | 100%                    |
| Describe Cisco Switching solutions for Small and Midsize customers | 100%                    |

|  |      |
|--|------|
| Describe Cisco Security solutions for Small and Midsize customers                | 100% |
| Describe Cisco Wireless solutions for Small and Midsize customers                | 75%  |
| Describe Cisco Cloud Device Management solutions for Small and Midsize customers | 75%  |
| Describe Cisco Collaboration Solutions for Small and Midsize customers           | 100% |
| Describe Cisco Data Center Solutions for Small and Midsize customers             | 50%  |
| Describe Cisco Data Center Bundles for Small and Midsize customers               | 67%  |

As a Cisco certification candidate, you deserve a fair and secure testing experience. Please report any suspicious behavior you observe to [security-tipline@external.cisco.com](mailto:security-tipline@external.cisco.com). Examples of such behavior include receiving help or copying from another test taker, taking a test for someone else, accessing stolen test questions, or using notes or unauthorized aids. Thank you for your assistance in helping to detect and prevent these unfair testing practices.