



650-281^{Q&As}

UCS: C-Series Servers for Account Manager Exam

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QUESTION 1

You have found that clients are usually nervous about transitioning to a new environment. Which Cisco UCS capability would you tell them about?

- A. Virtualization
- B. Seamless migration
- C. Operations management
- D. End-to-end architecture

Correct Answer: B

QUESTION 2

In which step of the sales cycle should you secure a solutions architecture workshop

- A. Engage an extended sales team to develop a preliminary solution.
- B. Define and plan.
- C. Confirm the strategy,
- D. Deliver a solution

Correct Answer: A

QUESTION 3

Who would be the first and best person to convince that the Cisco Unified Computing System is the right platform for them?

- A. Chief technology officer (CTO)
- B. Storage architect
- C. Server administrator
- D. Chief information officer (CIO)

Correct Answer: A

QUESTION 4

Which three adapters are supported by Cisco UCS C-Series Rack-Mount Servers?

- A. Fire wire



- B. Wireless
- C. USB
- D. Fiber Channel
- E. CNA
- F. Ethernet

Correct Answer: DEF

QUESTION 5

You are proposing a solution to a potential client which two items should you include in your proposal? (Choose two)

- A. Training to manage the proposed system
- B. Defining the service delivery requirements
- C. A list of competitors and their products
- D. The statement of work
- E. A deployment plan and list of necessary equipment to integrate

Correct Answer: DE

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