650-281^{Q&As}

UCS: C-Series Servers for Account Manager Exam

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QUESTION 1

Which two actions should you perform to profile a prospective customer?

A. Engage internal support.

B. Interview key stakeholders.

C. Develop an engagement plan.

D. Present a service-level agreement.

E. Pursue a demo workshop

Correct Answer: BC

QUESTION 2

Which server would be a better fit for a customer who wants to increase performance and capacity for demanding virtualization and large-data-set workloads?

A. Cisco UCS C210 Ml

B. Cisco UCS C250 Ml

C. Cisco UCS C200 Ml

D. Cisco UCS C260 Ml

Correct Answer: B

QUESTION 3

A client with a small office and a few remote-office applications is looking for a Cisco Unified Computing System solution that can meet his needs. Which Rack-Mount Servers would be the best fit?

A. Cisco UCS C210 M1

B. Cisco UCSC200 M1

C. Cisco UCS C250 M1

D. Cisco UCS C260 M1

Correct Answer: B

QUESTION 4

Which environments are best for Cisco UCS C-Series Rack-Mount Server installations?

A. Enterprise data centers, branch offices, and remote offices

B. Commercial-sized graphic design firms

C. Small offices with limited technology

D. Large data centers with an established server and switch framework

Correct Answer: A

QUESTION 5

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

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