



646-985^{Q&As}

Data Center Networking Solution Sales

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**QUESTION 1**

You are familiar with both the traditional network sales cycle and the data center sales cycle. What is the main difference between the two?

- A. A data center sales cycle begins much earlier in a project.
- B. A data center sales professional should use the customer's network team to advise him when best to get involved in the sales cycle.
- C. A data center account manager requires more technical skills than commercial skills.
- D. A data center sales professional should wait until the design phase is complete before determining which Cisco solution best fits the requirements.

Correct Answer: A

QUESTION 2

Considering how to lower the total cost of ownership for the small-scale SAN and data center edge applications, a customer asks for your help. Which of the following Cisco products will you recommend to him?

- A. Cisco Nexus 1000V
- B. Cisco MDS 9124
- C. Cisco Catalyst 6500
- D. Cisco GSS 4492

Correct Answer: B

QUESTION 3

Your company decides to purchase several Cisco Nexus family switches. You want one that is software- only and resides on the server. Which product is suitable for you?

- A. Nexus 1000V
- B. Nexus 2000
- C. Nexus 7000
- D. Nexus 5000

Correct Answer: A

QUESTION 4



Your customer is looking for a hardware with which role-assigned tasks are able to be managed by a number of internal departments. What product shall you recommend him to use?

- A. Cisco Application Control Engine (ACE)
- B. Cisco Catalyst 6500 Series Firewall Services Module (FWSM)
- C. a pair of Cisco Nexus 7000 Series Switches at the core layer
- D. Cisco Catalyst 4900 Series top-of-rack switch

Correct Answer: A

QUESTION 5

Suppose you are a Cisco sales professional. A customer in the data center is anticipating cuts in both operational and capital budgets. Meanwhile, he needs to improve end-to-end data center security urgently. He is asking you for help. What would you do?

- A. offer a full Cisco analysis of the data center security, from application through to remote office, as part of a full-service package that can be paid for over an extended period
- B. offer to sell a number of Cisco Catalyst 6500 Series FWSMs now, with volume discount, and to have them installed in each Cisco Catalyst 6500 Series Switch in the data center, ready to be brought on line when needed in the future
- C. offer to sell a number of Cisco ACE Modules now, with volume discount, and to have them installed in each Cisco Catalyst 6500 Series Switch in the data center, ready to be brought on line when needed in the future
- D. recommend purchasing the Cisco Catalyst 6500 Series FWSM and the Cisco ACE Module or both to allow multiple virtual contexts of each to be deployed as required in the future, without requiring more hardware to be acquired (saving capital budget), with a single point of management and control (cutting operating costs)

Correct Answer: D

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