



# 650-281<sup>Q&As</sup>

UCS: C-Series Servers for Account Manager Exam

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#### QUESTION 1

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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#### QUESTION 2

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

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#### QUESTION 3

A client wants recurring analyses of the performance data and configurations from the network and data center devices. The information will provide a continuous strategic view of the data center environment Which Cisco Data Center service would you recommend?

- A. Optimization
- B. Efficiency and facilities
- C. Strategic IT and architecture
- D. IT planning and deployment

Correct Answer: A

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#### QUESTION 4

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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#### QUESTION 5

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

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