



700-701^{Q&As}

Cisco Application Centric Infrastructure for Account Managers

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QUESTION 1

Which two options are the two ACI solution components? (Choose two.)

- A. Cisco Cloud Services Router 1000V
- B. Cisco Nexus 9000 Switches
- C. Spine Leaf architecture
- D. Cisco Application Policy Infrastructure Controller
- E. Cisco Unified Computing System B-Series Servers

Correct Answer: BD

Reference: <http://www.cisco.com/c/dam/en/us/products/collateral/cloud-systems-management/aci-fabric-controller/at-a-glance-c45-729864.pdf> (page 2)

QUESTION 2

Which two data center use cases are often drivers for an SDN solution? (Choose two.)

- A. Mainframe terminals
- B. Secure multi-tenancy
- C. BYOD
- D. Applications
- E. Guest wireless access

Correct Answer: CD

QUESTION 3

When ACI is positioned as a business solution, which stakeholders often influence application budget and solution decisions?

- A. Customer network operations center
- B. Customer finance officers
- C. Customer lines of service
- D. Customer lines of business

Correct Answer: B



QUESTION 4

Which option is often an advantage of "selling higher" when moving from operations level to management and executive levels?

- A. Manage executive expectations.
- B. Gain more account control.
- C. Influence corporate vision and strategy.
- D. Create business initiatives.

Correct Answer: A

QUESTION 5

Which customer initiative often leads to an ACI sales opportunity?

- A. Storage consolidation
- B. Network replacement or upgrade
- C. Business process outsourcing
- D. Security assessment

Correct Answer: B

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