NCSR-LEVEL-1 Q&As

Nutanix Certified Sales Representative (NCSR): Level 1

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QUESTION 1

What must be considered when deploying Nutanix?

A. Storage requirement for next 5 years

B. LUN provisioning

C. Tolerance for downtime

D. Applications and workloads

Correct Answer: D

QUESTION 2

A customer has a dataintensive application that generates a lot of reads and writes. What benefit does Nutanix offer that should be positioned for this customer?

A. Data protection

B. Data deduplication

C. Data redundancy

D. Data locality

Correct Answer: D

QUESTION 3

SMB customer says Nutanix Platform is too expensive. What value should you highlight?

A. Nutanix simplifies the SMB environment and management console

B. Nutanix averages above a 90% Net Promoter Score (NPS)

C. Nutanix provides immediate ROI and TCO benefits

D. Nutanix supports multiple hypervisors

Correct Answer: C

QUESTION 4

If a channel rep identifies an HX opportunity, where should they register the deal?

A. The distributor

B. Lenovo

C. Nutanix

D. The system integrator

Correct Answer: B

QUESTION 5

What is the key benefit of Nutanix\\'s automated STIG?

A. Performance enhancements

B. Software encryption

C. Storage management efficienices

D. Automated validation and selfhealing

Correct Answer: D

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