



# NCSR-LEVEL-1<sup>Q&As</sup>

Nutanix Certified Sales Representative (NCSR): Level 1

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#### QUESTION 1

A customer often postpones upgrades to avoid downtime. How can Nutanix help?

- A. Oneclick operations
- B. Built-in hypervisor
- C. Unified management console
- D. Cloud-based disaster recovery

Correct Answer: A

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#### QUESTION 2

Which initial service does Xi Cloud offer?

- A. Disaster Recovery Service
- B. VDI Service
- C. Database Service
- D. Email Service

Correct Answer: A

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#### QUESTION 3

A customer has a data-intensive 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

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#### QUESTION 4

What yearly event does Nutanix host for customer appreciation?

- A. XTreme



- B. .NEXT
- C. Activate
- D. Xlive!

Correct Answer: B

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#### QUESTION 5

An oil company looking at solution to help avoid future outages and unplanned downtime while transitioning to the cloud for its DR strategy. Which Nutanix benefits should you highlight?

- A. Nutanix offers unlimited scalability with synchronous replication for easy sitetosite DR
- B. Nutanix offers 98% fewer occurrences in unplanned downtime and cloud connect features for DR to the cloud
- C. Nutanix helps eliminate excess costs related to datacenter space, power and cooling with no hypervisor lockin
- D. Nutanix offers simplified management of Hypervisor, Compute and Storage resources as well as quick deployment times

Correct Answer: B

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