



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

Nutanix Certified Sales Representative (NCSR): Level 1

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#### QUESTION 1

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

- A. Performance enhancements
- B. Software encryption
- C. Storage management efficiencies
- D. Automated validation and selfhealing

Correct Answer: D

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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

How should the benefits of a Nutanix Enterprise Cloud solution be described to a customer?

- A. It provides the best security available as well as the most efficient control for a public cloud solution
- B. It combines agility and simplicity of the public cloud with the security and control of a private cloud
- C. It delivers all benefits of a public cloud in an all onpremises solution
- D. It is a public cloud solution and is easy to manage

Correct Answer: B

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#### QUESTION 4

Which scenario presents an opportunity for Nutanix Solution?

- A. A mid-sized business needs to encrypt the data in its emails
- B. A mid-sized business needs to increase the throughput of its network



- C. A mid-sized business needs want to balance renting and buying infrastructure
- D. A mid-sized retail company needs to track customer movements while customers are in the store

Correct Answer: C

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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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