



H19-322^{Q&As}

HCS - Pre-Sales - Service Solution (overseas)

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**QUESTION 1**

Minhang iiS households now HiT "Miscellaneous, so that the seal is not the same, for the training of the deep 1 request is not the same, in the case of standardization is not enough for the customer S to ask for the situation * Huawei training and certification services can be Ft for some of the set-up training of the Seto in the Seto, then the following postal documents can be aw-made and can be delivered?

- A. _ pot system break up inib book (right case)
- B. i BOQ and the price list
- C. _ standard: "*" course training construction book
- D. mouth _ tender and customer cover for a single

Correct Answer: A

QUESTION 2

The Global Evolution Center of the IP Planning and Design Service can provide 11M certification capabilities for several manufacturers.

- A. 5
- B. 9
- C. 8
- D. ib

Correct Answer: C

QUESTION 3

Huawei training and certification services throughout the service life cycle, the best period of training development is the following statement correct?

- A. In the early stage of the project, the customer will guide the customer to select Huawei's planning and design training. Other types of training do not need to be guided.
- B. After the completion of the B customer, we began to guide customers to Huawei Huawei planning and design training.
- C. client project implementation guides customers to select Huawei's full program product technical training
- D. Throughout the entire project operation cycle, customers can be guided to send Huawei training and certification services to correct the case.

Correct Answer: D



QUESTION 4

L1 integration project development staff does not include

- A. customer buried
- B. service/service solution: scheme buried
- C. Household product manager
- D. Service > >

Correct Answer: D

QUESTION 5

Huawei let migration solution: scheme is mainly divided into three kinds of fields, _ one is wrong? >

- A. P2V also
- B. other factories _ migration between umbrellas Positive case>
- C. V2V \\'
- D. Huawei cloud platform internal migration

Correct Answer: B

QUESTION 6

UniSTARSTSIS in the ICT-based 54 architecture integration service category does not include which service show Lupin?

- A. A video conference
- B. Media protection 3 volumes (sulphur case)
- C. response and hard work
- D. IP Network Solution Implementation Service

Correct Answer: B

QUESTION 7

What value can WLAN network planning and design services bring to customers?

- A. S security guarantee network security (positive M file case)
- B. tomb in Guan Zhao\\'s business, Yuli and Yukuan plan to enhance customer experience



- B. video conference security service
- C. media tethering ()
- D. resident service ()
- E. Equipment health check ()
- F. AntiDDoS g-process emergency response service

Correct Answer: ACDEF

QUESTION 9

What are the following for the IP network planning and design service output? (multiple choice)

- A. 1 seeking analysis / building plan {>
- B. Network migration / implementation plan
- C. Shame A risk division prayer report (correct >
- D. feasible, feasible, feasible, feasible, feasible, feasible, feasible

Correct Answer: ACD

QUESTION 10

The emergency integration cycle is shortened by 20% and the TCO is reduced by 10%.

- A. True (correct V
- B. False

Correct Answer: A

QUESTION 11

The Huawei certification test iit volume is valid for two years.

- A. True
- B. False ()

Correct Answer: B

QUESTION 12

Is the description of the IP network planning and design service incorrect as follows? (multiple choices)



- A. focus on deposits |
- B. Failure to undertake the business equipment | correct the case>
- C. reluctant product competitiveness
- D. expands the market

Correct Answer: AB

QUESTION 13

The status quo of traditional special IT subcontracting (multiple choices)

- A. Each subcontractor draws up with each other ()
- B. subcontractors are separated from each other ()
- C. customer Lei wants more communication |
- D. tube buried simple

Correct Answer: ABC

QUESTION 14

The number and the challenge of the center L1 construction (multiple choice)

- A. construction for a long time
- B. effect low ()
- C. language difference (positive case)
- D. advertised weak

Correct Answer: ABCD

QUESTION 15

What is the difference between the WLAN after-sales network rules and the WLAN pre-sale network rules? (multiple choice)

- A. Cover design
- B. Details of the B site ()
- C. Planning in C AP number
- D. oil design



Correct Answer: ABD

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