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Data Center Networking Solution Sales

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QUESTION 1

Your customer is looking for a hardware with which role-assigned tasks are able to be managed by a number of internal departments. What product shall you recommend him to use?

A. Cisco Application Control Engine (ACE)

B. Cisco Catalyst 6500 Series Firewall Services Module (FWSM)

C. a pair of Cisco Nexus 7000 Series Switches at the core layer

D. Cisco Catalyst 4900 Series top-of-rack switch

Correct Answer: A

QUESTION 2

You are familiar with both the traditional network sales cycle and the data center sales cycle. What is the main difference between the two?

A. A data center sales cycle begins much earlier in a project.

B. A data center sales professional should use the customer\\'s network team to advise him when best to get involved in the sales cycle.

C. A data center account manager requires more technical skills than commercial skills.

D. A data center sales professional should wait until the design phase is complete before determining which Cisco solution best fits the requirements.

Correct Answer: A

QUESTION 3

What is one primary difference between Fibre Channel switches and Fibre Channel directors?

A. Directors are designed for high availability.

B. Switches are designed for high availability.

C. Switches are designed for high bandwidth.

D. Directors are designed for low-cost deployments.

Correct Answer: A

QUESTION 4

To improve the server efficiency in Pass4sure network, you have to select a product that is able to provide highly flexible

traffic management and offload CPU-intensive tasks greatly. Which product is suitable for you?

A. Cisco Application Control Engine Module

B. Cisco Nexus 7000 Module

C. Cisco Catalyst 6500 Series Firewall Services Module

D. Cisco Storage Services Module

Correct Answer: A

QUESTION 5

Which issue is a pain point that might make technical managers reluctant to embrace change in the data center?

A. Until IBM or HP proposes a solution, no one can make a decision about change.

B. Corporate management is not giving enough technical direction about what it wants.

C. Decisions about change inevitably require hiring specialist contractors, and there is no budget.

D. Complexity in the data center technology infrastructure means that any change involves risk to existing operations.

Correct Answer: D

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