



# 700-701<sup>Q&As</sup>

Cisco Application Centric Infrastructure for Account Managers

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#### QUESTION 1

Which three options are three benefits of Cisco Application Centric Infrastructure? (Choose three.)

- A. Open architecture, OS, and ecosystem
- B. Reduced complexity
- C. SDN for wide-area-networking
- D. In-memory database acceleration
- E. Programmability and automation
- F. Hosted software-as-a-service application

Correct Answer: BCE

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#### QUESTION 2

Which option is often an advantage of "selling higher" when moving from operations level to management and executive levels?

- A. Create business initiatives.
- B. Manage executive expectations.
- C. Influence corporate vision and strategy.
- D. Uncover opportunities earlier in the business cycle.

Correct Answer: A

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#### QUESTION 3

Which option is often an advantage of "selling higher" when moving from operations level to management and executive levels?

- A. Manage executive expectations.
- B. Gain more account control.
- C. Influence corporate vision and strategy.
- D. Create business initiatives.

Correct Answer: A

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#### QUESTION 4



Which three technology trends have disrupted traditional networking? (Choose three.)

- A. Virtualization
- B. Cloud computing
- C. Smartphones
- D. Programmability
- E. Big data analytics
- F. Software-as-a-service

Correct Answer: ABF

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#### QUESTION 5

Which customer requirement is addressed by an ACI solution?

- A. Storage consolidation
- B. Multi-hypervisor environments
- C. Database performance improvement
- D. Big data analytics

Correct Answer: B

Reference: <http://www.cisco.com/c/en/us/solutions/collateral/data-center-virtualization/unified-fabric/solution-brief-c22-729866.html> (challenges, second para)

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