



700-701^{Q&As}

Cisco Application Centric Infrastructure for Account Managers

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QUESTION 1

Which customer requirement is addressed by an ACI solution?

- A. Big data analytics
- B. Database performance improvement
- C. Server consolidation
- D. Virtual and physical workloads

Correct Answer: D

Reference: <http://www.cisco.com/c/en/us/solutions/collateral/data-center-virtualization/application-centric-infrastructure/white-paper-c11-731999.html> (main features, see 4th bullet)

QUESTION 2

Which ability is needed to lead a successful ACI sale?

- A. Ability to connect specific initiatives to ACI value before a project has been launched
- B. Ability to connect executives to ACI value after a project has been launched
- C. Ability to connect the technical decision makers to ACI value after a project has been launched
- D. Ability to connect specific executives to ACI value before a project has been launched

Correct Answer: A

QUESTION 3

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

QUESTION 4

What is a Cisco Application Policy Infrastructure Controller?



- A. A Cisco ACI fabric controller with open API
- B. A third-party SDN controller that is compatible with all data center switches
- C. A controller module in the Nexus 9500 Switch
- D. A virtual application development environment

Correct Answer: A

Reference: <http://www.cisco.com/c/dam/en/us/products/collateral/cloud-systems-management/aci-fabric-controller/at-a-glance-c45-730001.pdf>

QUESTION 5

How many I/O module slots are available in the Cisco Nexus 9504 Switch?

- A. 4 slots
- B. 3 slots
- C. 2 slots
- D. 1 slot

Correct Answer: A

Reference:

http://www.cisco.com/c/en/us/td/docs/switches/datacenter/nexus9000/hw/n9504_hig/b_n9504_hardware_install_guide/b_n9504_hardware_install_guide_chapter_01.html (see the first table on the page, second row, first column)

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