

# NCSR-LEVEL-2<sup>Q&As</sup>

Nutanix Certified Sales Representative (NCSR): Level 2

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**QUESTION 1**

A prospect is under the impression that Unified Communication (UC) can only run in a dedicated environment. How should you respond to this prospect?

- A. Nutanix customers commonly run UC deployments in the same clusters as their enterprise applications
- B. Nutanix recommends isolating UC environments for security purposes
- C. Nutanix has strategic alliances with most of the prominent strategic UC providers such as Avaya, Cisco and Microsoft
- D. Nutanix is planning to add mixed application support capability in the near future

Correct Answer: A

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**QUESTION 2**

A prospect is considering Nutanix but says that 10% of their workload runs on bare metal. How should you respond to the customer?

- A. Nutanix can support bare metal workloads through ABS such as Oracle RAC and Microsoft SQL
- B. Nutanix will be announcing the ability to support bare metal for the first time in their new release
- C. Nutanix partners with a 3rd party software to allow customers to run bare metal workloads
- D. The customer needs to virtualize in order to use Nutanix

Correct Answer: A

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**QUESTION 3**

What enables customers to experience the Nutanix Enterprise CloudPlatform at no cost?

- A. Acropolis Starter
- B. Nutanix Express
- C. Prism Starter Edition
- D. Community Edition

Correct Answer: D

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**QUESTION 4**

A VDI administrator is frustrated with being unable to scale home directories, user profiles, and departmental shares as the number of VDI users grows. Which feature should he use to solve this problem?

- A. AFS has elastic capabilities
- B. AFS allows users to collaborate on files easier
- C. AFS can mitigate the effects of a bootstorm
- D. Prism helps troubleshoot issues much faster

Correct Answer: A

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#### QUESTION 5

Which Nutanix product provides centralized governance based on role-based access control to improve ROI and reduce TCO?

- A. Calm
- B. Prism
- C. Sizer
- D. X-ray

Correct Answer: B

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