



650-281^{Q&As}

UCS: C-Series Servers for Account Manager Exam

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QUESTION 1

Who would be the first and best person to convince that the Cisco Unified Computing System is the right platform for them?

- A. Chief technology officer (CTO)
- B. Storage architect
- C. Server administrator
- D. Chief information officer (CIO)

Correct Answer: A

QUESTION 2

A client wants recurring analyses of the performance data and configurations from the network and data center devices. The information will provide a continuous strategic view of the data center environment Which Cisco Data Center service would you recommend?

- A. Optimization
- B. Efficiency and facilities
- C. Strategic IT and architecture
- D. IT planning and deployment

Correct Answer: A

QUESTION 3

You are proposing a solution to a potential client which two items should you include in your proposal? (Choose two)

- A. Training to manage the proposed system
- B. Defining the service delivery requirements
- C. A list of competitors and their products
- D. The statement of work
- E. A deployment plan and list of necessary equipment to integrate

Correct Answer: DE

QUESTION 4



In which step of the sales process should you review current business and technology architecture and map the customer use case against pain points?

- A. Accelerated Deployment
- B. Assessment Workshops
- C. Sustain Optimal Operations
- D. Business Challenge Prioritization
- E. Architecture Design

Correct Answer: D

QUESTION 5

Which three steps should you follow to engage a potential Cisco UCS customer? (Choose three.)

- A. Define and plan.
- B. Confirm the strategy
- C. Review the client's needs.
- D. Deliver a solution.
- E. Engage an extended sales team to develop a preliminary solution
- F. Confirm the sale.

Correct Answer: CEF

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