



# 650-281<sup>Q&As</sup>

UCS: C-Series Servers for Account Manager Exam

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#### QUESTION 1

Which characteristic would you describe as a key differentiator for the Cisco UCS C-Series Rack- Mount Servers compared to the competition?

- A. Serviceability
- B. virtualization readiness
- C. scalability
- D. availability

Correct Answer: B

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#### QUESTION 2

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

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#### QUESTION 3

Which environments are best for Cisco UCS C-Series Rack-Mount Server installations?

- A. Enterprise data centers, branch offices, and remote offices
- B. Commercial-sized graphic design firms
- C. Small offices with limited technology
- D. Large data centers with an established server and switch framework

Correct Answer: A

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#### QUESTION 4

Which two actions should you perform to profile a prospective customer?



- A. Engage internal support.
- B. Interview key stakeholders.
- C. Develop an engagement plan.
- D. Present a service-level agreement.
- E. Pursue a demo workshop

Correct Answer: BC

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#### 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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