



650-281^{Q&As}

UCS: C-Series Servers for Account Manager Exam

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QUESTION 1

Cisco UCS C-Series Rack-Mount Servers come with internal local storage. The C-Series Servers are capable of which RAID configuration?

- A. RAID 2 and 3
- B. RAID 1 and 2
- C. RAID 3 and 4
- D. RAID 0 and 1

Correct Answer: D

QUESTION 2

Which three adapters are supported by Cisco UCS C-Series Rack-Mount Servers?

- A. Fire wire
- B. Wireless
- C. USB
- D. Fiber Channel
- E. CNA
- F. Ethernet

Correct Answer: DEF

QUESTION 3

A prospective client wants to know more about the importance of a Cisco Unified Computing System in today's IT industry. What would you tell them?

- A. A Cisco Unified Computing System is needed because organizational and management costs have gone down.
- B. A Cisco Unified Computing System is important because of the rapid evolution of the Internet.
- C. A Cisco Unified Computing System is essential because more servers and switches are being deployed without significant advancement in management integration.
- D. A Cisco Unified Computing System is important because platform costs remain flat, but management costs are increasing dramatically.

Correct Answer: D



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

In which step of the sales cycle should you secure a solutions architecture workshop

- A. Engage an extended sales team to develop a preliminary solution.
- B. Define and plan.
- C. Confirm the strategy,
- D. Deliver a solution

Correct Answer: A

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