



# NCSR-LEVEL-1<sup>Q&As</sup>

Nutanix Certified Sales Representative (NCSR): Level 1

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#### QUESTION 1

A customer has a dataintensive application that generates a lot of reads and writes. What benefit does Nutanix offer that should be positioned for this customer?

- A. Data protection
- B. Data deduplication
- C. Data redundancy
- D. Data locality

Correct Answer: D

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#### QUESTION 2

A prospect wants to get updated information on Nutanix technologies. Which location would you recommend?

- A. "Contact Us" page in Nutanix.com
- B. Nutanix LinkedIn Home Page
- C. Webinars on Nutanix.com
- D. Reddit

Correct Answer: C

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#### QUESTION 3

Which Nutanix product provides ease of application, automation, and lifecycle management?

- A. XRay
- B. Calm
- C. Xtract
- D. AHV

Correct Answer: B

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#### QUESTION 4

Nutanix consistently delivers an NPS score in the high 90's. When should this differentiator be mentioned to a customer?

- A. The customer is frustrated with vendor lockon



- B. The customer is dealing with multiple hardware vendors
- C. The customer is concerned about security
- D. The customer is struggling with application upgrades

Correct Answer: B

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#### QUESTION 5

What is the key benefit of Nutanix's automated STIG?

- A. Performance enhancements
- B. Software encryption
- C. Storage management efficiencies
- D. Automated validation and selfhealing

Correct Answer: D

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