



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

Nutanix Certified Sales Representative (NCSR): Level 2

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### QUESTION 1

Which Nutanix product is delivered security hardened and includes built-in security throughout the entire development cycle?

- A. Prism
- B. AHV
- C. Sizer
- D. Calm

Correct Answer: B

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### QUESTION 2

How is the Prism User Interface accessed?

- A. From a storage array
- B. From a locally installed Windows application
- C. Through the Nutanix Marketplace
- D. Via any web-based browser

Correct Answer: D

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### QUESTION 3

What are the benefits of term-based licensing offered from Nutanix?

- A. It is the only software offering that applies to all hardware platforms
- B. It includes a free subscription to Prism Pro
- C. It is transferable from one Nutanix validated hardware platform to another
- D. It includes special features such as deduplication and compression

Correct Answer: C

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### QUESTION 4

A customer has an existing purchasing agreement with Lenovo. What is an appropriate solution to highlight with the customer?

- A. Lenovo HX Certified Node



B. Cisco UCS

C. Nuanix NX Appliance

Correct Answer: A

#### QUESTION 5

A customer is using legacy infrastructure. The existing legacy infrastructure vendor's sales team is competing for this project. The customer wants to continue to use that server platform. What should a Nutanix seller position to the customer in this case?

A. Prism

B. Nutanix NX

C. Nutanix Software

D. Xi

Correct Answer: C

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