



# NCSR-LEVEL-3<sup>Q&As</sup>

Nutanix Certified Sales Representative (NCSR): Level 3

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### QUESTION 1

A customer is releasing an RFP for their DR site. You want Nutanix NearSync to be a requirement. Which requirement should be included in the RFP to support this goal?

- A. Must have 1min RPO capability
- B. Must have snapshots capability
- C. Must have fibre connectivity between sites
- D. Must have compression enabled by default

Correct Answer: A

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### QUESTION 2

How should you include the IDC report in a customer proposal?

- A. Reference the IDC website
- B. Extract highlights from the report and insert into the proposal as reference
- C. Download the document and attach it directly to the proposal
- D. Download the IDC report email kit from the partner portal and send to customer

Correct Answer: C

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### QUESTION 3

Consider the Arizona State University (ASU) story in which they reaped the benefits of a Nutanix Enterprise Cloud Platform. Which primary pain point did deploying Nutanix help ASU overcome?

- A. Separate upgrade Windows in their siloed environment causing downtime for critical workloads
- B. Inability to keep up with their growing storage capacity requirements
- C. Large costs associated with their virtualization software licensing agreements
- D. Inability to leverage the Microsoft Azure Public Cloud for their DR strategy

Correct Answer: B

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### QUESTION 4

What should a seller highlight about the Nutanix Net Promoter Score (NPS)?

- A. The Nutanix NPS is based on responses from its top 50 customers



- B. Since 2014, Nutanix NPS has been 90+
- C. Nutanix NPS is in line with the industry average
- D. Nutanix NPS has grown exponentially over the last few years

Correct Answer: B

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#### QUESTION 5

An existing customer has baremetal workloads that are not currently virtualized. What is an appropriate solution to upsell to this customer?

- A. Calm
- B. Flow
- C. ABS
- D. Beam

Correct Answer: C

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