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Data Center Networking Solution Sales

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QUESTION 1

Your customer is considering implementing blade servers for the first time. He is unsure what the consequences will be for his I/O connectivity. Which would be an appropriate response?

A. Cisco supports blade server I/O only when it leaves the blade server chassis. All blade server I/O is compatible with Cisco\\'s Catalyst and MDS families of switches.

B. Cisco has solutions for blade server IP switches that fit inside the blade server chassis for many major vendors. Cisco does not have a blade server switch for Fibre Channel because all storage connections for blade servers should use only iSCSI.

C. Cisco has solutions for blade server IP switches and Fibre Channel switches that fit inside the blade server chassis for many major vendors. Fitting a Cisco switch into a blade server means that compatibility with Cisco\\'s Catalyst and MDS high-level features can be guaranteed.

D. Cisco blade server switches are external, rack-mountable devices that are designed to complement the form factor of blade server chassis from many major vendors. These include vendor-specific cable management systems for ease of connection from the switch to the blade servers.

Correct Answer: C

QUESTION 2

Which statement should be used by a data center sales professional when speaking with corporate managers?

A. Network-embedded intelligence means that functions can be swiftly deployed and redeployed across the data center.

B. A single network spanning multiple protocols, using Ethernet as a backbone, is the basis of the next- generation data center.

C. The network is the foundation of the twenty-first-century data center, so Cisco should be a prime architectural resource for designing all aspects of the data center.

D. Network-based intelligence can be shared across all connected applications and devices and can deliver tens of gigabytes of throughput along with submillisecond latencies.

Correct Answer: A

QUESTION 3

To improve the efficiency of your business, you recommend strongly the use of unified fabric. What TWO benefits it would bring?

A. reduced cabling

B. reduced throughput

C. increased latency

D. reduction of server adapters required for I/O

Correct Answer: AD

QUESTION 4

As a network engineer, you have to interact with various decision makers when presenting a data center solution. Which one of the following pieces of information most likely an IT manager take interest in?

A. the specifications and feature set of the Cisco Nexus lineup

B. the strategic partnerships that allow Cisco to deliver an end-to-end solution

C. the greatly reduced number of points of management that result from consolidating resources

D. the stability and financial strength of Cisco, and the world-class support after the sale

Correct Answer: C

QUESTION 5

Suppose you are a customer\\'s chief security officer (CSO). Which statement describes the position properly?

A. The chief security officer has an understanding of techniques and technologies such as RBAC, SSL, IDS, and firewalls but leaves the product selection decisions to the data center manager.

B. The chief security officer works closely with the chief technology officer to make technology decisions about which products to use for data center security.

C. The chief security officer might have significant influence on the operation of the data center without necessarily having any understanding of the technology deployed in the data center.

D. The chief security officer has a technology focus.

Correct Answer: C

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