



# 650-281<sup>Q&As</sup>

UCS: C-Series Servers for Account Manager Exam

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### QUESTION 1

Which two actions should you perform to profile a prospective customer?

- A. Engage internal support.
- B. Interview key stakeholders.
- C. Develop an engagement plan.
- D. Present a service-level agreement.
- E. Pursue a demo workshop

Correct Answer: BC

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### QUESTION 2

The Cisco UCS C250 M1 server helps increase performance for large-data-set workloads and database management. What are the two features of C250?

- A. Reduced power needs
- B. Fixed I/O
- C. High bandwidth I/O
- D. Large memory
- E. Managed user accounts
- F. Automated backup

Correct Answer: CD

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### QUESTION 3

It is important to qualify customers before attempting to sell Cisco UCS C-Series Servers. What are three important qualifiers to consider?

- A. The customer is an early adopter of technology.
- B. The customer has experience with Cisco ISR products.
- C. The customer has experience with Cisco Nexus products.
- D. The customer has low-memory requirements.
- E. The customer is already using servers with a blade form factor.
- F. The customer has a strong relationship with IBM



Correct Answer: ABE

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#### QUESTION 4

Which two statements are benefits of the Cisco UCS C-series rack-Mount Servers?

- A. Proprietary, lossless, high-latency, 1 Gigabit Ethernet Unified network Fabric
- B. System designed to increase TCO
- C. 40 Gigabit Ethernet Unified Network Fabric
- D. The use of patented Cisco Extended Memory technology
- E. A platform purpose-built for virtualization

Correct Answer: DE

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#### QUESTION 5

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

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