



700-701^{Q&As}

Cisco Application Centric Infrastructure for Account Managers

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QUESTION 1

Which option is often an advantage of "selling higher" when moving from operations level to management and executive levels?

- A. Create business initiatives.
- B. Manage executive expectations.
- C. Influence corporate vision and strategy.
- D. Uncover opportunities earlier in the business cycle.

Correct Answer: A

QUESTION 2

Which statement about the ACI programmability is true?

- A. The ACI is programmable with a Cisco mobile app.
- B. The ACI is programmable with Cisco add-on API bundle.
- C. The ACI is programmable with Cisco proprietary API.
- D. The ACI is programmable with open API using industry-standard methods

Correct Answer: B

QUESTION 3

Which three technology trends have disrupted traditional networking? (Choose three.)

- A. Virtualization
- B. Cloud computing
- C. Smartphones
- D. Programmability
- E. Big data analytics
- F. Software-as-a-service

Correct Answer: ABF

QUESTION 4



Which two data center use cases are often drivers for an SDN solution? (Choose two.)

- A. Mainframe terminals
- B. Secure multi-tenancy
- C. BYOD
- D. Applications
- E. Guest wireless access

Correct Answer: CD

QUESTION 5

Which customer initiative often leads to an ACI sales opportunity?

- A. Storage consolidation
- B. Network replacement or upgrade
- C. Business process outsourcing
- D. Security assessment

Correct Answer: B

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