



700-701^{Q&As}

Cisco Application Centric Infrastructure for Account Managers

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QUESTION 1

Which customer requirement is addressed by an ACI solution?

- A. Storage consolidation
- B. Multi-hypervisor environments
- C. Database performance improvement
- D. Big data analytics

Correct Answer: B

Reference: <http://www.cisco.com/c/en/us/solutions/collateral/data-center-virtualization/unified-fabric/solution-brief-c22-729866.html> (challenges, second para)

QUESTION 2

Which ability is needed to lead a successful ACI sale?

- A. Ability to connect specific initiatives to ACI value before a project has been launched
- B. Ability to connect executives to ACI value after a project has been launched
- C. Ability to connect the technical decision makers to ACI value after a project has been launched
- D. Ability to connect specific executives to ACI value before a project has been launched

Correct Answer: A

QUESTION 3

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 4

Which customer initiative often leads to an ACI sales opportunity?



- A. Application roll-out or upgrade
- B. Storage consolidation
- C. Security assessment
- D. Business process outsourcing

Correct Answer: A

QUESTION 5

What is a Cisco Nexus 9500 Series Switch?

- A. An all-in-one SDN solution
- B. A modular switch
- C. A fixed top-of-rack switch
- D. A virtual software switch

Correct Answer: B

Reference: <http://www.cisco.com/c/en/us/products/collateral/switches/nexus-9000-series-switches/white-paper-c11-729987.html> (see the first paragraph on the page)

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