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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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