



# NCSR-LEVEL-3<sup>Q&As</sup>

Nutanix Certified Sales Representative (NCSR): Level 3

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#### QUESTION 1

A large retail company needs to implement ROBO solution across hundreds of sites with limited budget per site. Which Nutanix capability allows the customer to meet its requirements within budget?

- A. Near Sync
- B. 1Node Cluster
- C. SnapMirror
- D. Autoenabled Deduplication

Correct Answer: B

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#### QUESTION 2

A VMware customer evaluating HCI prefers VSAN. The customer understands that Nutanix is market leader, but believes that VSAN is "good enough" for their needs.

What is an example of a question that you should respond in this situation?

- A. What is your IT budget for next year?
- B. Are you interested in reducing your virtualizing licensing cost?
- C. What hardware platform would you run Nutanix on given the choice?
- D. What VMs would you run in the public cloud?

Correct Answer: B

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#### QUESTION 3

An IT decision maker often gets locked into buying 2 or 3 years cloud "packages" upfront to take advantage of better discounts. Which customer benefits does this most model conflict?

- A. Scale quickly
- B. Freedom of choice
- C. Fractional consumption
- D. Simple to manage

Correct Answer: C

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#### QUESTION 4



What is the primary concern of a typical system administrator?

- A. Employee headcount
- B. Shadow IT
- C. Complex Management
- D. Salary

Correct Answer: B

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#### QUESTION 5

An IT manager has trouble keeping morale high within the team. Members worked long hours, on weekends and holidays. The team also faces challenges with crosstraining backup when others want timeoff.

Which Nutanix value proposition discussion should you highlight to help create a healthier workforce for this customer?

- A. Faster time to market
- B. Simplified management
- C. Reduced TCO/faster ROI
- D. Predictable scaling performance

Correct Answer: B

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