



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

Nutanix Certified Sales Representative (NCSR): Level 3

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### QUESTION 1

How should you include the IDC report in a customer proposal?

- A. Reference the IDC website
- B. Extract highlights from the report and insert into the proposal as reference
- C. Download the document and attach it directly to the proposal
- D. Download the IDC report email kit from the partner portal and send to customer

Correct Answer: C

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### QUESTION 2

A customer adopts Nutanix for their VDI workload. In a followup discussion, it becomes apparent that the customer has newfound user profile and home directory storage.

Which Nutanix product should be positioned to this customer?

- A. ABS
- B. AHV
- C. Beam
- D. AFS

Correct Answer: D

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### QUESTION 3

The customer is not convinced that the hosted POC addressed all of their concerns. What should you offer to the customer rather than an onsite POC to overcome this last-minute objection?

- A. Nutanix customer reference
- B. Community Edition
- C. Try and Buy
- D. More discount

Correct Answer: C

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### QUESTION 4

An existing customer has recently acquired a company. The customer wants to isolate the new company's applications



from their existing IT infrastructure as part of integration process. Which product should you upsell?

- A. Beam
- B. Xi
- C. Flow
- D. Calm

Correct Answer: C

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#### QUESTION 5

An existing customer has baremetal workloads that are not currently virtualized. What is an appropriate solution to upsell to this customer?

- A. Calm
- B. Flow
- C. ABS
- D. Beam

Correct Answer: C

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