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Data Center Networking Solution Sales

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QUESTION 1

Which statement most closely matches the description of a data center manager?

- A. Data center manager is a nonexecutive role and title that is found in all data centers and that tends to be administrative rather than technical.
- B. A specific, named role of data center manager might not exist, but the function and technical decision- making role almost certainly does.
- C. Data center manager is an alternative title for the chief technology officer and the person is responsible for all technology decision making in the data center.
- D. The data center manager has technology decision-making authority within the data center, but the network team makes technology decisions after the connection leaves the immediate data center environment.

Correct Answer: B

QUESTION 2

As a network engineer, you have to interact with various decision makers when presenting a data center solution. Which one of the following pieces of information most likely an IT manager take interest in?

- A. the specifications and feature set of the Cisco Nexus lineup
- B. the strategic partnerships that allow Cisco to deliver an end-to-end solution
- C. the greatly reduced number of points of management that result from consolidating resources
- D. the stability and financial strength of Cisco, and the world-class support after the sale

Correct Answer: C

QUESTION 3

There is a data center deployed in your organization. What is its function?

- A. to support enterprise applications by reducing operational overhead and centralizing resources
- B. to ensure that sensitive information is viewable only to those who are authorized to view it
- C. to ensure the accessibility of information
- D. to facilitate strategic decision-making at the CXO level

Correct Answer: A

QUESTION 4



The Cisco Nexus 7000 Series Switches have a feature called virtual device contexts. Which product supports the virtual device contexts feature?

- A. Only the Cisco Nexus 7000 Series supports virtual device contexts.
- B. Most major network manufacturers have products that support virtual device contexts.
- C. Cisco Catalyst 6500s support virtual device contexts when they are connected together to create a single virtual switch.
- D. Force 10's E1200i and the Cisco Nexus 7000 Series are the only products in the industry that support virtual device contexts.

Correct Answer: A

QUESTION 5

To ensure the ability of data recovery after a severe disruptive event, you recommend the customer firstly using a storage area network. In this way, his stored data would be as up to date and as safe as possible. Refer to these recommendations involving Cisco products, which one is the most useful?

- A. recommend using the built-in Continuous Data Protection capability of the Cisco Storage Services Module
- B. recommend that the customer consider using the Cisco SANT ap to facilitate a Continuous Data Protection solution
- C. recommend using the Cisco Data Mobility Manager capability of the Cisco Storage Services Module to enable an instantaneous copy of all data from the primary disks to secondary disks
- D. recommend using the Cisco Network Assisted Storage Backup to ensure that the customer has a full tape backup of all data

Correct Answer: B

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