



# 650-281<sup>Q&As</sup>

UCS: C-Series Servers for Account Manager Exam

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### QUESTION 1

You have found that clients are usually nervous about transitioning to a new environment. Which Cisco UCS capability would you tell them about?

- A. Virtualization
- B. Seamless migration
- C. Operations management
- D. End-to-end architecture

Correct Answer: B

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### QUESTION 2

It is important to qualify customers before attempting to sell Cisco UCS C-Series Servers. What are three important qualifiers to consider?

- A. The customer is an early adopter of technology.
- B. The customer has experience with Cisco ISR products.
- C. The customer has experience with Cisco Nexus products.
- D. The customer has low-memory requirements.
- E. The customer is already using servers with a blade form factor.
- F. The customer has a strong relationship with IBM

Correct Answer: ABE

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### QUESTION 3

A potential client is looking for cost-effective servers, but stresses the importance of I/O slots for I/O intensive applications. Which server would meet this need?

- A. Cisco UCSC210 MI
- B. Cisco UCS C260 MI
- C. Cisco UCS C250 MI
- D. Cisco UCS C200 MI

Correct Answer: A

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#### QUESTION 4

Which three steps should you follow to engage a potential Cisco UCS customer? (Choose three.)

- A. Define and plan.
- B. Confirm the strategy
- C. Review the client's needs.
- D. Deliver a solution.
- E. Engage an extended sales team to develop a preliminary solution
- F. Confirm the sale.

Correct Answer: CEF

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#### QUESTION 5

In which step of the sales process should you review current business and technology architecture and map the customer use case against pain points?

- A. Accelerated Deployment
- B. Assessment Workshops
- C. Sustain Optimal Operations
- D. Business Challenge Prioritization
- E. Architecture Design

Correct Answer: D

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