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QUESTION 1

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 2

Which three factors are often considered when qualifying an ACI sales opportunity?

A. High availability, compatibility, and supportability

B. Risk, relevance, and time

C. Availability, scalability, and manageability

D. Risk, relevance, and availability

Correct Answer: C

QUESTION 3

How many I/O module slots are available in the Cisco Nexus 9504 Switch?

A. 4 slots

B. 3 slots

C. 2 slots

D. 1 slot

Correct Answer: A

Reference:

http://www.cisco.com/c/en/us/td/docs/switches/datacenter/nexus9000/hw/n9504_hig/b_n9504_h
ardware_install_guide/b_n9504_hardware_install_guide_chapter_01.html (see the first table on the page, second row, first column)

QUESTION 4

Which customer initiative is relevant for an ACI sales opportunity?

A. Data center space reduction

B. Power and cooling costs reduction

C. Application acceleration

D. Data center upgrades

Correct Answer: C

Reference: http://www.cisco.com/c/dam/en/us/products/collateral/cloud-systems- management/aci-fabric- controller/at-a-glance-c45-729864.pdf (page 1, first para)

QUESTION 5

When ACI is positioned as a business solution, which stakeholders often influence application budget and solution decisions?

A. Customer network operations center

B. Customer finance officers

C. Customer lines of service

D. Customer lines of business

Correct Answer: B

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