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Cisco Data Center Unified Computing Sales Specialist

Cisco 650-987

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QUESTION NO: 1

Which two approaches should you use to profile a prospective customer? (Choose two.)

- A. Interview key stakeholders.
- B. Offer the customer free technical training.
- C. Present a service level agreement.
- D. Present briefings to the customer.
- E. Pursue a demo workshop.

ANSWER: A D

QUESTION NO: 2

What is the benefit of a converged network?

- A. easily manages a complex data center
- B. physically isolates SAN and UN traffic
- C. provides an independent security policy for each department
- D. consolidates the infrastructure

ANSWER: A

QUESTION NO: 3

Which two functionalities differentiate the Cisco UCS C-Series from its competitors?

(Choose two.)

- A. extended memory feature
- B. most I/O PCs
- C. maximum amount of memory
- D. virtualized adapters

ANSWER: A D**QUESTION NO: 4**

Which three specifications are considered to be architectural and mechanical specifications of a data center? (Choose three.)

- A. unauthorized access
- B. available space
- C. load capacity
- D. fire suppression
- E. resilience
- F. cooling capacity

ANSWER: B D F**QUESTION NO: 5**

A customer requires scalable server connectivity with multiple adapters for a VMware virtualized server environment. Which solution best addresses these requirements?

- A. Use servers with multiple Ethernet NICs and iSCSI for shared storage access.
- B. Use Cisco C-Series servers with a Cisco UCS P81E Virtual Interface Card
- C. Use servers with multiple Ethernet NICs for UN and multiple FC HBAs for SAN connectivity.
- D. Use servers with two 10GE NICs and NFS for shared storage access.

ANSWER: B**QUESTION NO: 6**

Which components are building blocks of a data center? (Choose two.)

- A. processes
- B. building systems
- C. information systems
- D. financial resources

E. infrastructure

ANSWER: C E

QUESTION NO: 7

Which benefit do Cisco MPS Multilayer switches have for the data center solution?

- A. Solution redundancy is achieved with separate chassis.
- B. Separate chassis can be combined in a single management domain.
- C. Each service must be deployed on separate chassis.
- D. They offer very high port densities in a single chassis,

ANSWER: B

QUESTION NO: 8

Which statement is true about the management of a computing solution using Cisco Unified Computing System?

- A. Cisco UCS Manager is installed as a virtual machine.
- B. Cisco UCS Manager runs separately fabric switches.
- C. Cisco UCS Manager does not require additional server resources for Cisco UCS management.
- D. Cisco UCS Manager can be used for operating system patch management.

ANSWER: C

QUESTION NO: 9

What is the purpose of the Netformx DesignXpert tool?

- A. design verification
- B. sizing
- C. BOM creation
- D. performance analysis

ANSWER: A

QUESTION NO: 10

What are two ultimate goals of virtualization? (Choose two.)

- A.** space consolidation
- B.** improved operations
- C.** operational flexibility
- D.** low CapEx
- E.** low OpEx
- F.** deployment simplicity

ANSWER: D E