Cisco

Exam Questions 650-987
Cisco Data Center Unified Computing Sales Specialist Exam
1. Which of these is a benefit of deploying the Cisco Unified Computing System solution?
   A. It has separate chassis for different server types.
   B. It has separate Cisco UCS clusters for different server types.
   C. Different server types can be intermixed in a single chassis.
   D. A single chassis must be deployed with two fabric interconnects
   Answer: C

2. Which three are network layers of the Cisco architectural design? (Choose three.)
   A. access
   B. consolidation
   C. switch
   D. distribution (aggregation)
   E. core
   F. server
   Answer: A,D,E

3. Which benefit do Cisco MDS 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

4. What is the best answer to the question, “Why is a unified computing system important in today’s IT industry?”
   A. Platform costs remain flat, while management costs are increasing dramatically.
   B. The Internet is rapidly evolving.
   C. Organizational and management costs have gone down.
   D. More servers and switches are being deployed without significant advancement in management integration.
   Answer: D

5. What is the function of the Cisco ACE service module?
   A. Based on type of content, it effectively selects the site that will process the request.
   B. Based on type of content, it performs effective load balancing across the serves in the data center.
   C. Based on available bandwidth, it performs effective load balancing across the serves in the data center.
   D. Based on priorities, it effectively selects the server that will process the request.
   Answer: C

6. What are the three steps to follow to engage a potential Cisco Unified Computing System customer with a qualified Cisco solution? (Choose three)
   A. Review the needs of the client.
   B. Create a client profile.
   C. Confirm the strategy.
   D. Deliver a solution.
   E. Define and plan.
   F. Engage an extended sales team to develop a preliminary solution.
G. Confirm the sale.

H. Conduct market research.

Answer: C,E,F

7. Which switch is a software-only data center-specialized Ethernet switch?

A. Cisco Nexus 2000
B. Cisco Nexus 1000V
C. Cisco Nexus 7000
D. Cisco Nexus 5000

Answer: B

8. 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
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