Vendor: Cisco

Exam Code:646-985

Exam Name: Data Center Networking Solution Sales

Version: Demo

QUESTION 1

What can a business do to respond swiftly to new business requirements?

A. install faster servers and more storage

B. move from a siloed strategy to a service-oriented strategy

C. prevent applications from interacting with one another

D. install a dedicated system, isolated from the rest of the data center

Correct Answer: B

QUESTION 2

Suppose you are a customer\\'s chief security officer (CSO). Which statement describes the position properly?

A. The chief security officer has an understanding of techniques and technologies such as RBAC, SSL, IDS, and firewalls but leaves the product selection decisions to the data center manager.

B. The chief security officer works closely with the chief technology officer to make technology decisions about which products to use for data center security.

C. The chief security officer might have significant influence on the operation of the data center without necessarily having any understanding of the technology deployed in the data center.

D. The chief security officer has a technology focus.

Correct Answer: C

QUESTION 3

Your customer is looking for a hardware with which role-assigned tasks are able to be managed by a number of internal departments. What product shall you recommend him to use?

A. Cisco Application Control Engine (ACE)

B. Cisco Catalyst 6500 Series Firewall Services Module (FWSM)

C. a pair of Cisco Nexus 7000 Series Switches at the core layer

D. Cisco Catalyst 4900 Series top-of-rack switch

Correct Answer: A

QUESTION 4

Which issue is likely to be a pain point for the data center manager?

A. shareholder value

B. unanticipated downtime

C. good corporate citizenship

D. Cisco Catalyst 6500 Series Switches configuration using CLI

Correct Answer: B

QUESTION 5

Which statement describes a feature or function of the Cisco Catalyst 6500 Series FWSM?

A. It is a standalone appliance and cannot be fitted into the Catalyst 6500 Series Switches.

B. It fits into the Catalyst 6500 Series Switches and allows logical firewalls to be deployed across the whole data center.

C. It can deploy multiple virtual firewalls across the data center but only within its own tier, not across tiers.

D. It is an embedded function of the Cisco Application Control Engine Module, which can be fitted into the Catalyst 6500 Series Switches.

Correct Answer: B

QUESTION 6

As an experienced network engineer, you are familiar with the Cisco ACE XML gateway. In which way does it improve server performance?

A. by providing SSL security for XML transfers

B. by offloading XML functions from the server

C. by blocking XML traffic to the server

D. by translating XML messages to HTML messages

Correct Answer: B

QUESTION 7

A customer is considering a full data center virtualization strategy and is deferring network buying decisions. The customer intends to implement VMware before compatibility testing for storage and networking. How could the buying decision be brought forward?

A. Make sure that the customer understands that Cisco has the only complete network solution sets approved by VMware.

B. Quietly ensure that the customer knows that Cisco will shortly be announcing a version of VMware as an embedded network service, so compatibility with Cisco equipment can be guaranteed.

C. Make sure that the customer understands that Cisco has a financial stake and a place on the board of VMware, so whatever VMware is doing, Cisco is tracking. Any networking products bought from Cisco today are guaranteed to be upgraded to match any changes made by VMware.

D. Explain how the Cisco VFrame Data Center has been tested and approved to provision not only VMware but also the Cisco networking solutions; so today\\'s purchase of Cisco networking equipment automatically integrates into a wider data center virtualization strategy, satisfying both the needs of the existing data center and adapting the virtualized environment as it evolves.

Correct Answer: D

QUESTION 8

A new Cisco Nexus 7000 Series Switch has been configured in the data center architecture. At which layer might it be found?

A. At the access layer

B. At the access layer or the core layer

C. At the aggregation layer

D. At the core layer or the aggregation layer

Correct Answer: D

QUESTION 9

Considering how to lower the total cost of ownership for the small-scale SAN and data center edge applications, a customer asks for your help. Which of the following Cisco products will you recommend to him?

A. Cisco Nexus 1000V

B. Cisco MDS 9124

C. Cisco Catalyst 6500

D. Cisco GSS 4492

Correct Answer: B

QUESTION 10

As a network engineer, you know that the Cisco Unified Computing Systems differ from competitors like HP and Dell. What are three main features of Cisco Unified Computing Systems? (Choose three.)

A. professional service offerings

B. memory expansion capacity

C. virtualization optimization

D. service profile portability

Correct Answer: BCD

QUESTION 11

Which statement should be used by a data center sales professional when speaking with corporate managers?

A. Network-embedded intelligence means that functions can be swiftly deployed and redeployed across the data center.

B. A single network spanning multiple protocols, using Ethernet as a backbone, is the basis of the next- generation data center.

C. The network is the foundation of the twenty-first-century data center, so Cisco should be a prime architectural resource for designing all aspects of the data center.

D. Network-based intelligence can be shared across all connected applications and devices and can deliver tens of gigabytes of throughput along with submillisecond latencies.

Correct Answer: A

QUESTION 12

As an experienced Cisco seller, you know that Cisco differs from the competition within the virtual storage area network environment. Cite an example, please.

A. Separated physical fabrics allow for greater flexibility.

B. There are multiple points of management.

C. All switches reside in a single physical fabric based on a single Cisco MDS.

D. The unique Cisco deployment of LSANs reduces latency in the data stream.

Correct Answer: C

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