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**Vendor:**Cisco

**Exam Code:**650-987

**Exam Name:**Cisco Data Center Unified Computing  
Design Specialist

**Version:**Demo

### QUESTION 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.

Correct Answer: AD

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### QUESTION 2

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

Correct Answer: BCF

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### QUESTION 3

Which feature is the most important Cisco differentiator compared to other vendors that offer server virtualization technology?

- A. a10GE architecture
- B. extendedmemory architecture
- C. an advanced RAID architecture
- D. extendedfabric architecture

Correct Answer: B

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**QUESTION 4**

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.

Correct Answer: CEF

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**QUESTION 5**

Which is a value proposition for the Cisco Unified Computing System servers in a Cisco Data Center Business Advantage architecture that should be presented to a CIO?

- A. tested, validated, managed solutions
- B. business agility through faster service creation
- C. standards-based solutions
- D. architectural flexibility

Correct Answer: B

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**QUESTION 6**

Which two statements best describe the benefits of the Cisco UCS C-Series Rack-Mount Servers? (Choose two.)

- A. the use of patented Cisco Extended Memory technology
- B. 40-GB Ethernet Unified Network Fabric
- C. single-vendor infrastructure
- D. proprietary high-latency 1-GB Ethernet Unified Fabric
- E. a platform purpose-built for virtualization

Correct Answer: AE

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#### QUESTION 7

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

Correct Answer: ADE

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#### QUESTION 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.

Correct Answer: B

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#### QUESTION 9

What is the current approach to the data center computer architecture scalability?

- A. scale in
- B. scale out
- C. scale down
- D. scale up

Correct Answer: A

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**QUESTION 10**

What is the first phase of the Cisco Application Networking Assessment Service?

- A. application networking workshop
- B. data collection questionnaire for customers
- C. presentation of the assessment service
- D. data center analysis

Correct Answer: B

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**QUESTION 11**

Which two functionalities differentiate the Cisco UCS C-Series from its competitors? (Choose two.)

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

Correct Answer: AD

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**QUESTION 12**

Which two protocols are used with networked storage? (Choose two.)

- A. TCP/IP
- B. FiberChannel
- C. Token Ring
- D. SATA
- E. SCSI

Correct Answer: AB

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