Vendor: Cisco

Exam Code:700-701

Exam Name: Cisco Application Centric Infrastructure for Account Managers

Version: Demo

QUESTION 1

Which option is often an advantage of "selling higher" when moving from operations level to management and executive levels?

A. Create business initiatives.

B. Manage executive expectations.

C. Influence corporate vision and strategy.

D. Uncover opportunities earlier in the business cycle.

Correct Answer: A

QUESTION 2

Which aspect of an application often becomes negatively impacted by infrastructure complexity?

A. Application deployment time

B. Application monitoring

C. Application reporting

D. Application backup

Correct Answer: A

QUESTION 3

Which customer requirement is addressed by an ACI solution?

A. Big data analytics

B. Database performance improvement

C. Server consolidation

D. Virtual and physical workloads

Correct Answer: D

Reference: http://www.cisco.com/c/en/us/solutions/collateral/data-center- virtualization/application-centric-infrastructure/white-paper-c11-731999.html (main features, see 4th bullet)

QUESTION 4

Which customer initiative often leads to an ACI sales opportunity?

A. Storage consolidation

B. Network replacement or upgrade

C. Business process outsourcing

D. Security assessment

Correct Answer: B

QUESTION 5

What is a Cisco Nexus 9500 Series Switch?

A. An all-in-one SDN solution

B. A modular switch

C. A fixed top-of-rack switch

D. A virtual software switch

Correct Answer: B

Reference: http://www.cisco.com/c/en/us/products/collateral/switches/nexus-9000-series- switches/white- paper-c11-729987.html (see the first paragraph on the page)

QUESTION 6

Which customer requirement is addressed by an ACI solution?

A. Storage consolidation

B. Multi-hypervisor environments

C. Database performance improvement

D. Big data analytics

Correct Answer: B

Reference: http://www.cisco.com/c/en/us/solutions/collateral/data-center-virtualization/unified- fabric/ solution-brief-c22-729866.html (challenges, second para)

QUESTION 7

Which customer initiative often leads to an ACI sales opportunity?

A. Application roll-out or upgrade

B. Storage consolidation

C. Security assessment

D. Business process outsourcing

Correct Answer: A

QUESTION 8

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 9

What is OpenFlow?

A. A protocol

B. An infrastructure management software

C. An application acceleration solution

D. A new approach to big data analytics

Correct Answer: A

QUESTION 10

How many I/O module slots are available in the Cisco Nexus 9508 Switch?

A. 4 slots

B. 6 slots

C. 7 Slots

D. 8 slots

Correct Answer: D

Reference: http://www.cisco.com/c/en/us/products/collateral/switches/nexus-9000-series- switches/ solution-brief-c22-730049.html (see table 1, 5th row)

QUESTION 11

Which option is often an advantage of "selling higher" when moving from operations level to management and executive levels?

A. Manage executive expectations.

B. Gain more account control.

C. Influence corporate vision and strategy.

D. Create business initiatives.

Correct Answer: A

QUESTION 12

Which two switch port count options are available on the Cisco Nexus 9300 Series Switch? (Choose two.)

A. 96 ports

B. 48 ports

C. 24 ports

D. 72 ports

E. 128 ports

Correct Answer: AB

Reference: http://www.cisco.com/c/en/us/products/collateral/switches/nexus-9000-series- switches/ datasheet-c78-729405.html (see table 1)

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