

Cisco

Exam 700-701

Cisco Application Centric Infrastructure for Account Managers

Version: 9.0

[Total Questions: 41]

Question No : 1

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

Answer: A

Question No : 2

Which customer initiative is relevant for an ACI sales opportunity?

- A. Data center space reduction
- B. Power and cooling costs reduction
- C. Application acceleration
- D. Data center upgrades

Answer: C

Reference: <http://www.cisco.com/c/dam/en/us/products/collateral/cloud-systems-management/aci-fabric-controller/at-a-glance-c45-729864.pdf> (page 1, first para)

Question No : 3

Which customer requirements are addressed by an ACI solution?

- A. Database performance improvement
- B. Storage consolidation
- C. Visibility, monitoring, and troubleshooting
- D. Big data analytics

Answer: C

Question No : 4

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

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 No : 5

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

Answer: B

Question No : 6

When ACI is positioned as a business solution, which stakeholders often influence application budget and solution decisions?

- A. Customer network operations center
- B. Customer finance officers
- C. Customer lines of service
- D. Customer lines of business

Answer: B