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Exam : **650-987**

Title : Cisco Data Center Unified Computing Sales Specialist Exam

Version : DEMO

1.Which server would be a better fit for a customer who wants to increase both performance and the capacity for demanding virtualization and large data-set workloads?
A.Cisco UCS C250
B.Cisco UCS C200
C.Cisco UCS C210
D.Cisco UCS C460
Answer: D

2.Which operational effect does the Cisco UCS "stateless server" deployment model bring to the customer?
A.The server administrator can combine the resources of multiple servers.
B.It enables easier and faster repurposing of servers.
C.Server deployment can be optimized from a power perspective.
D.It requires more administrative work on first server deployment.
Answer: B

3.You work at a large university and are trying to decrease the number of people deploying software in multiple areas for specific classroom needs and requests so that you can focus on modernizing the learning environment.What can you do to help achieve this?
A.implement a custom solution that meets the immediate needs of the client
B.work with an ecosystem storage partner to promote a Cisco MDS-based solution that can meet the new storage capacity requirements that will be required
C.implement a Cisco Unified Computing system with an optimized VMware installation to manage virtual desktops
D.work with a channel partner to supply multiple classroom-based PCs together with a Cisco networking solution to deliver high-speed communications
Answer: C

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.
Answer: C,E,F

5.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