



Cisco

Exam 700-701

Cisco Application Centric Infrastructure for Account Managers

Version: 9.0

[Total Questions: 41]

Question No : 1

Which ability is needed to lead a successful ACI sale?

- A. Ability to connect specific initiatives to ACI value before a project has been launched
- B. Ability to connect executives to ACI value after a project has been launched
- C. Ability to connect the technical decision makers to ACI value after a project has been launched
- D. Ability to connect specific executives to ACI value before a project has been launched

Answer: A

Question No : 2

Which customer requirement is addressed by an ACI solution?

- A. Big data analytics
- B. Database performance improvement
- C. Multi-hypervisor environments
- D. Storage consolidation

Answer: C

Question No : 3

Which three are Cisco ACI design philosophies? (Choose three.)

- A. CLI
- B. Simplicity
- C. Automation
- D. Application load balancing
- E. Security
- F. Storage capacity

Answer: B,C,E

Question No : 4

What is OpenStack?

- A. a software development kit
- B. a database acceleration protocol
- C. a proprietary architecture
- D. an automation and orchestration software

Answer: D

Question No : 5

Which OS modes are available on the Cisco Nexus 9000 Switch?

- A. ACI or Data Center Interconnect mode
- B. ACI or End Point Group mode
- C. ACI or Automation mode
- D. ACI or SON mode
- E. ACI or Configuration mode
- F. ACI or NXOS mode

Answer: F

Question No : 6

Which statement about the Cisco APIC is true?

- A. It provides the application health score.
- B. It provides a physical connectivity port to a legacy network
- C. It stores the storage network profile.
- D. It provides a test environment for applications.

Answer: A

Explanation:

APIC Features and Capabilities

- Centralized application-level policy engine for physical, virtual, and cloud infrastructures
- Detailed visibility, telemetry, and health scores by application and by tenant**
- Designed around open standards and open APIs
- Robust implementation of multi-tenant security, quality of service (QoS), and high availability

- Integration with management systems such as VMware, Microsoft, and OpenStack
- Reference:

<http://www.cisco.com/c/en/us/products/cloud-systems-management/application-policy-infrastructure-controller-apic/index.html>

Question No : 7

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

Question No : 8

Which three aspects of an application often becomes negatively impacted by Infrastructure complexity? (Choose three)

- A. Application Lack of Responsiveness / Agility Issues
- B. Application Performance Issues
- C. Application Uptime Issues
- D. Application Outsourcing Issues
- E. Application Database Synchronization Issues
- F. Application Storage

Answer: A,B,C

Question No : 9

Which three factors are often considered when qualifying an ACI sales opportunity?

- A. High availability, compatibility, and supportability
- B. Risk, relevance, and time
- C. Availability, scalability, and manageability
- D. Risk, relevance, and availability

Answer: C

Question No : 10

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 : 11

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.

Answer: D

Question No : 12

What is OpenFlow?

- A. A protocol
- B. An infrastructure management software
- C. An application acceleration solution

Microsoft Exams List

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