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**Cisco**

**Exam Questions 700-701**

**Cisco Application Centric Infrastructure for Account Managers**

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### 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 three SDN solutions are often considered for the data center environment? (Choose three.)

- A. cloud-based services
- B. system-based switches and controller designed for both physical and virtual workloads with open API
- C. IT outsourcing services
- D. open source (such as Open Daylight)
- E. software-only overlay (such as tunneling)
- F. software-as-a-service

Correct Answer: ABF

### QUESTION 3

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/unifiedfabric/solution-briefc22-729866.html> (challenges, second para)

### QUESTION 4

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-briefc22-730049.html> (see table 1, 5th row)

### QUESTION 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

Correct Answer: B

#### QUESTION 6

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/datasheetc78-729405.html> (see table 1)

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