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## Q&A

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**Exam** : **650-281**

**Title** : C-Series Servers for  
Account Manager

**Version** : DEMO

1.Which three steps should you follow to engage a potential Cisco UCS customer? (Choose three.)

A.Define and plan.

B.Confirm the strategy

C.Review the client's needs.

D.Deliver a solution.

E.Engage an extended sales team to develop a preliminary solution

F. Confirm the sale.

**Answer:** B,E,F

2.You are proposing a solution to a potential client which two items should you include in your proposal.?  
(Choose two)

A.Training to manage the proposed system

B.Defining the service delivery requirements

C.A list of competitors and their products

D.The statement of work

E.A deployment plan and list of necessary equipment to integrate

**Answer:** D,E

3.In which step of the sales process should you review current business and technology architecture and map the customer use case against pain points?

A.Accelerated Deployment

B.Assessment Workshops

C.Sustain Optimal Operations

D.Business Challenge Prioritization

E.Architecture Design

**Answer: D**