



[Cisco 646-967](#)

Exam Name: Cisco Data Center Networking Sales Specialist(CDCNSS)

Q & A : 55 Q&As

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Exam : Cisco 646-967

Title : Cisco Data Center Networking Sales Specialist(CDCNSS)

1. The following configuration is requested by a customer:

Cisco Catalyst 6506 Switches

CSMs

integrated discrete Cisco PIX Firewalls

Which two arguments will best upsell to a Cisco Catalyst 6509 Switch with ACE and FWSM? (Choose two.)

- A. Cisco PIX devices provide virtual firewall capability.
- B. A Catalyst 6509 solution positions the customer for service automation with Cisco VFrame.
- C. The ACE configuration process is more complex and richer than CSS configuration.
- D. Rack space, power, and cooling reductions more than offset the increased hardware costs.

Answer: BD

2. When would you use a Cisco SFS 7000 Series InfiniBand Server Switch combined with a Cisco SFS 3000 Series Multifabric Server Switch to provide scalability in the data center?

- A. consolidating distribution IP switches
- B. improving virtualization of storage resources
- C. terminating SSL connections and creating virtual IP servers
- D. connecting HPC server environments into the IP network using Ethernet or Fibre Channel

Answer: D

3. Which statement is the key advantage of Cisco Catalyst blade switches?

- A. They are the best switch choice for small to medium businesses.
- B. They are available for a large number of third-party vendor server chassis.
- C. They are a low-cost solution for switching a large number of servers.
- D. They improve security and manageability by extending the infrastructure to the network edge.

Answer: D

4. Which technology allows for high availability and a modular application platform?

- A. NAM
- B. SAN
- C. optimization
- D. virtualization

Answer: D

5. Which two products work together to reduce the network provisioning for new applications? (Choose two.)

- A. AVS
- B. ACE
- C. NAC
- D. ANM

Answer: BD

6. Which IT domain defines the workgroups, processes, standards, and policies of the data center?

- A. process
- B. projects
- C. functional
- D. business strategy

Answer: C

7. Which four challenges will a customer face when looking to deploy application solutions? (Choose four.)

- A. cost
- B. storage
- C. security
- D. reliability
- E. automation
- F. performance

Answer: ACDF

8. Which industry group is attempting to set criteria for data classification?

- A. Data Management Forum
- B. Data Classification Working Group
- C. Information Lifecycle Management Forum
- D. Storage Networking Industry Association

Answer: A

9. What is the maximum forwarding capability of the Cisco Catalyst 6500 Series Switch?

- A. 720 mpps
- B. 6500 mpps
- C. 230 Gbps
- D. 256 Gbps
- E. infinite

Answer: A

10. Which service offerings are most likely to be pursued by commercial customers?

- A. SAN siloing services
- B. site management services
- C. remote-control network management services
- D. services to support operational and financial objectives

Answer: D

11. Which two questions can be used to determine the time frame for deploying the initial data center upgrade? (Choose two.)

- A. When are new application rollouts planned?
- B. What is the budget for the data center upgrade?
- C. Are there performance complaints from end users?
- D. Where are the branch locations that would be affected by the data center upgrade?

Answer: AC

12. Which storage technology groups arrays of disks to increase throughput, reliability, or both?

- A. RAID
- B. SCSI
- C. iSCSI
- D. Fibre Channel

Answer: A

13. A customer carries backup tapes to the DR site for daily server updates. Which two questions would you ask to determine if SANTap would be a good addition? (Choose two.)

- A. Does Cisco Local Director provide the redundancy for server failover?
- B. Is a list of equipment and software you use for the in-house IT group available?
- C. Is the DR site ready to take over from the data center with minimal delay if needed?
- D. How many people are involved in maintaining the DR site, including data restoration?
- E. Has frame relay already been implemented in the data center to provide automated server recovery?

Answer: BD

14. A bank CIO wants to provide the RTO for business continuance. Which two Cisco products might be a part of your proposal? (Choose two.)

- A. Cisco AVS
- B. Cisco SSM
- C. Cisco SFS 3000 Series
- D. Cisco MDS 9500 Series

Answer: BD

15. Which two network infrastructure modules provide aid in communication between users and servers? (Choose two.)

- A. NAM
- B. FWSM
- C. PIX 510
- D. ASA 5540
- E. FlexWAN
- F. Catalyst 4948

Answer: AB

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