

Cisco 646-985 Exam

646-985: Data Center Networking Solution Sales

Practice Exam: 646-985 Exams

Exam Number/Code: 646-985

Exam Name: Data Center Networking Solution Sales

Questions and Answers: 50 Q&As

(Data Center)



Exam : [646-985](#)

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1. Which feature is a feature of Cisco WAAS?

- A. firewall security
- B. TCP optimization
- C. Ethernet optimization
- D. server load balancing

Answer: B

2. What is the function of Cisco Data Mobility Manager?

- A. array-based data migration
- B. fabric-based data migration
- C. server-based data migration
- D. appliance-based data migration

Answer: B

3. What are two benefits of unified fabric? (Choose two.)

- A. reduced cabling
- B. increased latency
- C. reduced throughput
- D. reduction of server adapters required for I/O
- E. reduced I/O bandwidth, which allows Fibre Channel over Ethernet to work

Answer: AD

4. How does the Cisco ACE XML gateway improve server performance?

- A. by blocking XML traffic to the server
- B. by offloading XML functions from the server
- C. by providing SSL security for XML transfers
- D. by translating XML messages to HTML messages

Answer: B

5. What two things can a business implement to achieve better utilization of IT resources? (Choose two.)

- A. distributed management
- B. role-based access control
- C. embedded network intelligence
- D. consolidation of data center resources
- E. business continuity with mirrored primary and secondary sites

Answer: CD

6. What are blade switches?

- A. end-of-row switches
- B. top-of-rack switches
- C. modules that fit into MDS switches
- D. modules that fit into blade server chassis

Answer: D

7. Which product can deploy virtual SSL security contexts logically across the data center network from a single physical device?

- A. Cisco Nexus 7000 Module
- B. Cisco Storage Services Module
- C. Cisco Application Control Engine Module
- D. Cisco Firewall Services Module

Answer: C

8. Which explanation best describes the difference between a data center sales cycle and a traditional network sales cycle?

- A. A data center sales cycle begins much earlier in a project.
- B. A data center account manager requires more technical skills than commercial skills.
- C. A data center sales professional should use the customer's network team to advise him when best to get involved in the sales cycle.
- D. A data center sales professional should wait until the design phase is complete before determining which Cisco solution best fits the requirements.

Answer: A

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