

# NCSR-LEVEL-1<sup>Q&As</sup>

Nutanix Certified Sales Representative (NCSR): Level 1

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#### QUESTION 1

Which Nutanix product provides enterprise file services?

- A. Acropolis
- B. Calm
- C. Prism
- D. Xi

Correct Answer: A

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#### QUESTION 2

Which is true for traditional 3tier architecture?

- A. The entire datacenter contained in 4U space
- B. Separate hardware components often from a number of different vendors
- C. Single management interface spanning servers, storage and hypervisor
- D. Single type of appliance continuously stacked to meet the needs of the business

Correct Answer: B

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#### QUESTION 3

SMB customer says Nutanix Platform is too expensive. What value should you highlight?

- A. Nutanix simplifies the SMB environment and management console
- B. Nutanix averages above a 90% Net Promoter Score (NPS)
- C. Nutanix provides immediate ROI and TCO benefits
- D. Nutanix supports multiple hypervisors

Correct Answer: C

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#### QUESTION 4

How should the benefits of a Nutanix Enterprise Cloud solution be described to a customer?

- A. It provides the best security available as well as the most efficient control for a public cloud solution
- B. It combines agility and simplicity of the public cloud with the security and control of a private cloud

- C. It delivers all benefits of a public cloud in an all onpremises solution
- D. It is a public cloud solution and is easy to manage

Correct Answer: B

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#### QUESTION 5

IT team struggles to meet SLAs and not able to keep up with internal IT demand. How can Nutanix help?

- A. Predictive Operations could help the IT save time monitoring and troubleshooting
- B. Move to Acropolis Ultimate Licensing would help customer reduce management time
- C. Deploying Prism Central would make the customer's environment more secure
- D. Converting all nodes to flash would reduce maintenance requirements and costs

Correct Answer: A

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#### QUESTION 6

Which Nutanix product provides ease of application, automation, and lifecycle management?

- A. XRay
- B. Calm
- C. Xtract
- D. AHV

Correct Answer: B

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#### QUESTION 7

What can be accomplished with "OneClick" in Prism?

- A. Fibre Channel provisioning
- B. Storage Pool creation
- C. Infrastructure Upgrade
- D. CRM management

Correct Answer: C

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#### QUESTION 8

Which differentiating Nutanix technology enables customers the advantage of running different workloads on newer hardware generation nodes within cluster without compromising performance compared to 3tier environments that lack this ability?

- A. Data Locality
- B. AHV
- C. Boost acceleration
- D. Snapshots

Correct Answer: A

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#### **QUESTION 9**

Which scenario presents an opportunity for Nutanix Solution?

- A. A school has standardized on Dell hardware and uses HyperV
- B. A school is exploring options to optimize classroom productivity
- C. A school needs options for BYOD in the classroom
- D. A school needs to regulate network traffic to certain websites

Correct Answer: A

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#### **QUESTION 10**

What is the main advantage of moving into HCI?

- A. Multiple storage tiers ensure redundancy
- B. Single management interface reduces complexity
- C. Simplified architecture ensures virus protection
- D. Simplified infrastructure design reduce wear on SSD

Correct Answer: B

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