

# NCSR-LEVEL-2<sup>Q&As</sup>

Nutanix Certified Sales Representative (NCSR): Level 2

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#### QUESTION 1

How is the Prism User Interface accessed?

- A. From a storage array
- B. From a locally installed Windows application
- C. Through the Nutanix Marketplace
- D. Via any web-based browser

Correct Answer: D

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#### QUESTION 2

What differentiator refers to the ability to avoid 3-tier architecture performance degradation when adding users or workloads to an existing environment?

- A. Predictable Linear Performance
- B. Enterprise Cloud Services
- C. CPU Performance
- D. Time to Deploy

Correct Answer: A

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#### QUESTION 3

A customer has an existing purchasing agreement with Lenovo. What is an appropriate solution to highlight with the customer?

- A. Lenovo HX Certified Node
- B. Cisco UCS
- C. Nutanix NX Appliance

Correct Answer: A

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#### QUESTION 4

A prospect is under the impression that Unified Communication (UC) can only run in a dedicated environment. How should you respond to this prospect?

- A. Nutanix customers commonly run UC deployments in the same clusters as their enterprise applications

- B. Nutanix recommends isolating UC environments for security purposes
- C. Nutanix has strategic alliances with most of the prominent strategic UC providers such as Avalya, Cisco and Microsoft
- D. Nutanix is planning to add mixed application support capability in the near future

Correct Answer: A

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#### QUESTION 5

You are talking to customer about Nutanix as a true turnkey solution. The customer askshow his benefits an IT administrator. Which value proposition should you propose?

- A. Reduce cost of license for end users
- B. Reduce amount of power consumed in the data center
- C. Reduce time to deployment and complexity of management
- D. Reduce chance of overspending by enabling predictable financial analysis

Correct Answer: C

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#### QUESTION 6

A customer needs to eliminate hypervisor licensing and reduce costs at the DR site. Which Nutanix product should be used to meet this goal?

- A. Calm
- B. AHV
- C. AFS
- D. Flow

Correct Answer: B

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#### QUESTION 7

A customer is using HPE hardware but is interested in Nutanix software. What is the appropriate solution to highlight with this customer?

- A. Nutanix software running on HPE Synergy
- B. Nutanix software running on HPE DL380
- C. Nutanix NX Appliance
- D. Nutanix software running on HPE Apollo

Correct Answer: B

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#### QUESTION 8

Which Nutanix product provides centralized governance based on role-based access control to improve ROI and reduce TCO?

- A. Calm
- B. Prism
- C. Sizer
- D. X-ray

Correct Answer: B

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#### QUESTION 9

A customer needs to reduce the number of highly paid IT specialists required for the management of storage and virtualization. Which Nutanix product should you propose to solve this problem?

- A. Xi
- B. Prism
- C. AFS
- D. Sizer

Correct Answer: B

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#### QUESTION 10

What is the key benefit of Nutanix's automated STIG?

- A. Performance enhancements
- B. Software encryption
- C. Storage management efficiencies
- D. Automated validation and self-healing

Correct Answer: D

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