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# **Q&A**

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**Exam** : **646-967**

**Title** : Cisco Data Center  
Networking Sales Specialist  
(CDCNSS) exam : 646-967  
Exam

**Version** : DEMO

**1.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

**Correct:D**

**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

**Correct:D**

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

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

**Correct:C**

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

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

**Correct:D**

**5.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.

**Correct:B D**