

# Ourexam



---

**H i g h e r   Q u a l i t y**

**B e t t e r   S e r v i c e !**

We offer free update service for one year  
[Http://www.ourexam.com](http://www.ourexam.com)

**Exam** : **650-281**

**Title** : C-Series Servers for  
Account Manager

**Version** : DEMO

1.Which three steps should you follow to engage a potential Cisco UCS customer? (Choose three.)

- A.Define and plan.
- B.Confirm the strategy
- C.Review the client's needs.
- D.Deliver a solution.
- E.Engage an extended sales team to develop a preliminary solution
- F. Confirm the sale.

**Answer:** B,E,F

2.You are proposing a solution to a potential client which two items should you include in your proposal.? (Choose two)

- A.Training to manage the proposed system
- B.Defining the service delivery requirements
- C.A list of competitors and their products
- D.The statement of work
- E.A deployment plan and list of necessary equipment to integrate

**Answer:** D,E

3.In which step of the sales process should you review current business and technology architecture and map the customer use case against pain points?

- A.Accelerated Deployment
- B.Assessment Workshops
- C.Sustain Optimal Operations
- D.Business Challenge Prioritization
- E.Architecture Design

**Answer: D**