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**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**