



# **Free Questions for NCSR-Level-3 by [braindumpscollection](#)**

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## Question 1

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**Question Type:** MultipleChoice

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An existing customer has a cloudfirst strategy. To upsell Calm, which question should you ask?

### Options:

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- A- How do you plan to deploy applications on the cloud?
- B- How does your application platform in the cloud versus onprem?
- C- What is your approach to buying resources for additional workloads?
- D- What is your disaster recovery and data protection plan?

### Answer:

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A

## Question 2

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**Question Type:** MultipleChoice

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The customer's IT team is interested in moving to public cloud for the cost saving they are expecting. The IT team is not interested to evaluate Nutanix's solution. Which question should you ask to help overcome this barrier to entry?

**Options:**

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- A- What is your disaster recovery strategy in this cloud?
- B- How will you monitor the costs of your public cloud services?
- C- Which public cloud offering are you evaluating for this move?
- D- How will your CAPEX costs change by moving to the public cloud?

**Answer:**

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B

## Question 3

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**Question Type:** MultipleChoice

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A VMware customer evaluating HCI prefers VSAN. The customer understands that Nutanix is market leader, but believes that VSAN is "good enough" for their needs. What is an example of a question that you should respond in this situation?

**Options:**

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- A- What is your IT budget for next year?
- B- Are you interested in reducing your virtualizing licensing cost?
- C- What hardware platform would you run Nutanix on given the choice?
- D- What VMs would you run in the public cloud?

**Answer:**

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B

## Question 4

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**Question Type: MultipleChoice**

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A large insurance company's plan to prevent a data breach are completely outdated. A

breach would cost the company millions to rectify, incur compliance, fines, and erode their public image. With whom should you have this business discussion?

**Options:**

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- A- IT Director
- B- Security Manager
- C- Application Owner
- D- Chief Information Security Officer

**Answer:**

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D

## Question 5

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**Question Type: MultipleChoice**

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An application owner of a regional financial institution receives reports of slow response times from customers who use their online banking system. This slow response times are

affecting customer experience. Which business value should you highlight with the application owner?

**Options:**

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- A- Increase application performance
- B- Provides fractional consumption
- C- Delivers faster time to value
- D- Offers freedom of choice

**Answer:**

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A

## Question 6

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**Question Type: MultipleChoice**

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The customer is not convinced that the hosted POC addressed all of their concerns. What should you offer to the customer rather than an onsite POC to overcome this lastminute objection?

**Options:**

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- A- Nutanix customer reference
- B- Community Edition
- C- Try and Buy
- D- More discount

**Answer:**

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C

## Question 7

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**Question Type: MultipleChoice**

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A regional retail company plans to open 50 additional stores during the next 2 years. The company hires a services organization to install satellite locations. However the company has limited staff to manage these additional locations. With whom should you conduct an ease of management value proposition discussion at this retail company?

**Options:**

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A- CIO

B- IT Manager

C- Store Manager

D- Application Owner

**Answer:**

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A

## Question 8

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**Question Type: MultipleChoice**

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The VP of infrastructure is pushing its IT team towards HCI to cut costs. The VP is happy with Vmware and propose VXRail. What areas should you focus the discovery questions on to sway the advantage towards Nutanix versus the competition?

**Options:**

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- A- Management pain around the current 3tier architecture
- B- The hybrid cloud strategy of the VP
- C- How much the VP spends on hypervisor licensing costs
- D- How much the VP pays the IT team

**Answer:**

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C

## Question 9

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**Question Type:** MultipleChoice

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An existing customer is due for a refresh with their VDI deployment using ESXi. This customer wants to deploy additional workloads without additional budget. What is an appropriate Nutanix expansion strategy in this environment?

**Options:**

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- A- Crosssell to an adjacent team with more budget
- B- Position AHV and allocate savings to additional HW
- C- Upsell AFS and allocate savings for additional resources
- D- Position DR with AWS to free up budget for new workloads

**Answer:**

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B

## Question 10

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**Question Type:** MultipleChoice

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A prospect who just bought new UCS servers needs a storage refresh and is interested in Nutanix. How should you proceed?

**Options:**

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- A- Uncover when the servers will be up for refresh

- B-** Discuss the ability of Nutanix to backup to AWS
- C-** Discuss the ability of Nutanix to add storageonly nodes
- D-** Determine if the servers fall on the Nutanix compatibility matrix

**Answer:**

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D

## Question 11

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**Question Type:** MultipleChoice

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What is the key benefit of Nutanix InstantON for Citrix Cloud?

**Options:**

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- A-** Nutanix InstantON is a preconfigured and packaged bundle for deploying Nutanix
- B-** Nutanix InstantON for Citrix Cloud is a Citrix Ready verified, turnkey solution
- C-** Nutanix InstantON is automated, configfree application discovery, application aware backup and application aware recovery
- D-** Nutanix InstantON is a predefined reference design for sub100 users deployments

**Answer:**

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A

## Question 12

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**Question Type: MultipleChoice**

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How should you include the IDC report in a customer proposal?

**Options:**

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- A-** Reference the IDC website
- B-** Extract highlights from the report and insert into the proposal as reference
- C-** Download the document and attach it directly to the proposal
- D-** Download the IDC report email kit from the partner portal and send to customer

**Answer:**

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C

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