

F5 Networks

202
Pre-Sales Fundamentals



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Question: 1

How can job postings be utilized to identify a company's internal initiatives and investments?

Response:

- A. Analyzing the employee benefits offered in the job descriptions
- B. Identifying the technical skills required in the job descriptions
- C. Checking the location of the job postings for expansion initiatives
- D. Examining the job titles and responsibilities for strategic focus areas

Answer: D

Question: 2

Which of the following is an essential evaluation hardware and software tool used during the pre-sales phase to simulate F5 solutions and test their effectiveness in a controlled environment?

(Select one)

Response:

- A. F5 Communities and Forums
- B. Virtual Lab Environment
- C. F5 Certified Professional Program
- D. Sales Playbooks for F5 Solutions
- E. Proof of Concept (POC) Testing

Answer: B

Question: 3

Which virtual environment detail is crucial to gather when sizing an F5 virtual edition deployment for high availability?

Response:

- A. The number of virtual machines running on the hypervisor host.
- B. The total available storage capacity of the SAN (Storage Area Network).
- C. The type of network switches used in the virtual environment.
- D. The number of physical CPU cores on the hypervisor host.

Answer: D

Question: 4

When determining the application services needed for a customer, which service is responsible for optimizing the performance of web applications?

Response:

- A. Load balancing
- B. Application acceleration and caching
- C. Advanced firewall
- D. Secure remote access

Answer: B

Question: 5

What are the primary considerations for buying powers when evaluating F5 solutions?

(Select all that apply)

Response:

- A. Technical specifications and features
- B. User experience and usability
- C. Budget and cost-effectiveness
- D. Project timelines and milestones
- E. Training and support options

Answer: A,C,E

Question: 6

To determine the quantity of F5 devices required for high availability, which factor is important to consider?

Response:

- A. The number of VLANs in the network.
- B. The total bandwidth of the internet connection.
- C. The number of application servers in the pool.
- D. The number of physical servers in the data center.

Answer: C

Question: 7

In the context of the technical organizational structure, what is the role of a Chief Technology Officer (CTO)?

Response:

- A. Overseeing investor relations and financial management
- B. Leading business development and marketing initiatives
- C. Implementing technical strategies and managing technology teams
- D. Analyzing customer data and preferences for marketing purposes

Answer: C

Question: 8

A company wants to ensure high availability and load balancing for their web servers. Which F5 product is best suited for this requirement?

Response:

- A. F5 BIG-IP Access Policy Manager (APM)
- B. F5 BIG-IP Local Traffic Manager (LTM)
- C. F5 BIG-IP Application Security Manager (ASM)
- D. F5 BIG-IP DNS (formerly GTM)

Answer: B

Question: 9

Who is typically responsible for making the final decision and approving the purchase of an F5 solution in an organization?

Response:

- A. End-users
- B. IT administrators
- C. Buying powers
- D. Influencers

Answer: C

Question: 10

When sizing an F5 solution, which of the following information is crucial to consider?

Response:

- A. Number of network switches in the data center.
- B. Total available storage capacity on the servers.
- C. Expected peak concurrent users accessing the applications.
- D. The brand of the servers in the virtual environment.

Answer: C

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