

## 650-393 Sales Expert

### Cisco LCSE Cisco Lifecycle Services Express

**650-393: LCSE Cisco Lifecycle Services Express**

**Practice Exam:** 650-393 Exams

**Exam Number/Code:** 650-393

**Exam Name:** LCSE Cisco Lifecycle Services Express

**Questions and Answers:** 46 Q&As

( [Sales Expert](#) )



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1. In which of these phases are a customers technology strategy requirements identified and documented?

Select exactly 1 answer(s) from the following:

- A. Plan
- B. design
- C. prepare
- D. operate

Answer: C

2. In the design phase, which service component provides the customer with a comprehensive design?

Select exactly 1 answer(s) from the following:

- A. Implementation Plan
- B. Detailed Design Development
- C. Project Kick-off
- D. Staging Plan
- E. High-Level Design

Answer: B

3. Which definition best describes the staff training service component within the implement phase?

Select exactly 1 answer(s) from the following:

- A. improving the network management system and the performance and functionality of infrastructure operations
- B. providing a step-by-step plan that details the installation and service-commission tasks required in order to create a controlled-implementation environment that emulates a customer network
- C. developing and implementing a training plan using classes, workshops, or e-learning courses
- D. compiling a training manual for use in ongoing operations
- E. reducing the risk of downtime due to facilities-related problems

Answer: C

4. In which of these phases is a customer's network assessed to determine its system readiness?

Select exactly 1 answer(s) from the following

- A. plan
- B. design
- C. operate
- D. implement

Answer: A

5. What is the key objective of the plan phase?

- A. identify the activities involved in installing and configuring equipment at a customer's site or sites.
- B. describe the day-to-day activities required to support, manage, and monitor a newly implemented system.
- C. assess current network readiness, site readiness, and operational readiness in preparation for designing a solution proposal.
- D. gain an understanding of high-level business and technical requirements.

Answer: C

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