

QUESTION & ANSWER

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Exam : H19-322

Title : HCS - Pre-Sales - Service

solution (overseas)

Version: DEMO

- 1. Huawei product technology training is designed based on the entire life cycle of the service, so all product line courses have corresponding plans,
- A. True eeN#
- B. False >

Answer: B

- 2. Which kind of scene is not to be provided by T? ()
- A. original labor platform is about to pass insurance / B over insurance, it seems to purchase Huawei's virtual platform
- B. New 11; After the battle, it seems to purchase Huawei's virtual platform
- C. original It platform space can no longer be expanded again, through the purchase of Huawei's optimistic platform for more room for privacy
- D. original IT platform performance B can not meet the needs of it, buy Huawei virtual m platform to soar performance

Answer: B

- 3.IP network project service expansion when to introduce service sales is most appropriate
- A. customer's pre-project M (IM file)
- B. customer is in the middle
- C. After the client has established the project
- D. customer after bidding

Answer: A

- 4.SmartNOS Bo is a subscription-based service that does not include a single evaluation optimization service.
- A. True
- B. False file>
- C. S-process network
- D. planning S service

Answer: A,B,C,D

- 5. The IP planning and design service is more integrated with the planning of the S-Pen, and the front-end design is the work center.
- A. True
- B. False

Answer: A