



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