



# Cisco

**650-393 Exam**

**LCSE Cisco Lifecycle Services Express**

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**Question: 1**

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Which three best describe the partner benefits of the Cisco Lifecycle Services approach? (Choose three.)

- A. Improve customer satisfaction rates
- B. Improve the skill sets of their staff members
- C. Increase their staff productivity
- D. Reduce the risk involved with deploying and supporting new and complex technologies
- E. Improve response times for network outages
- F. Help ensure that suppliers are meeting metrics

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**Answer: A,C,D**

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**Question: 2**

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Which three of these service components are in the design phase? (Choose three.) Select exactly 3 answer(s) from the following:

- A. Account Qualification and Planning
- B. Detailed Design Development
- C. Staff Training
- D. Systems Acceptance Test Plan Development
- E. Staging Plan Development
- F. Site Readiness Assessment

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**Answer: B,D,E**

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**Question: 3**

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Which prepare phase service component involves providing a customer with a financial justification for adopting a technology? Select exactly 1 answer(s) from the following:

- A. Technology Strategy Development
- B. High-Level Design Development
- C. Business Case Development
- D. Proof of Concept

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**Answer: C**

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**Question: 4**

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Choose the most accurate statement regarding the account qualification and planning service component in the prepare phase. Select exactly 1 answer(s) from the following:

- A. providing a partner with information regarding customer acceptance of a new Solution
- B. providing information regarding current network infrastructure readiness
- C. using stakeholder interviews to identify stakeholders and decision-makers, high-level solution requirements, timelines, and the scope of an opportunity
- D. adjusting a solution to account for a customer's physical site characteristics

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**Answer: C**

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**Question: 5**

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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

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**Answer: C**

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