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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