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# IBM C1000-101

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**IBM Cloud Professional Sales Engineer Certification Questions & Answers**

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Exam Summary – Syllabus – Questions

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**C1000-101**  
**[IBM Certified Professional Sales Engineer - Cloud v1](#)**  
**63 Questions Exam – 70% Cut Score – Duration of 90 minutes**

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## Know Your C1000-101 Certification Well:

The C1000-101 is best suitable for candidates who want to gain knowledge in the IBM Cloud - Cloud Solutions. Before you start your C1000-101 preparation you may struggle to get all the crucial Cloud Professional Sales Engineer materials like C1000-101 syllabus, sample questions, study guide.

But don't worry the C1000-101 PDF is here to help you prepare in a stress free manner.

The PDF is a combination of all your queries like-

- What is in the C1000-101 syllabus?
- How many questions are there in the C1000-101 exam?
- Which Practice test would help me to pass the C1000-101 exam at the first attempt?

Passing the C1000-101 exam makes you IBM Certified Professional Sales Engineer - Cloud v1. Having the Cloud Professional Sales Engineer certification opens multiple opportunities for you. You can grab a new job, get a higher salary or simply get recognition within your current organization.

## IBM C1000-101 Cloud Professional Sales Engineer Certification Details:

|                     |                                                                               |
|---------------------|-------------------------------------------------------------------------------|
| Exam Name           | IBM Certified Professional Sales Engineer - Cloud v1                          |
| Exam Code           | C1000-101                                                                     |
| Exam Price          | \$200 (USD)                                                                   |
| Duration            | 90 mins                                                                       |
| Number of Questions | 63                                                                            |
| Passing Score       | 70%                                                                           |
| Books / Training    | <a href="#"><u>IBM Cloud Professional Sales Engineer</u></a>                  |
| Schedule Exam       | <a href="#"><u>Pearson VUE</u></a>                                            |
| Sample Questions    | <a href="#"><u>IBM Cloud Professional Sales Engineer Sample Questions</u></a> |
| Practice Exam       | <a href="#"><u>IBM C1000-101 Certification Practice Exam</u></a>              |

## C1000-101 Syllabus:

| Topic                                        | Details                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Weights |
|----------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|
| Opportunity Identification and Qualification | <ul style="list-style-type: none"> <li>- Describe the value proposition of the various IBM Cloud solutions</li> <li>- Discuss common use cases</li> <li>- Articulate the benefits of using consultative selling approach to assist with overall solution design</li> <li>- Articulate benefits of Financial Services Ready Public Cloud solutions</li> <li>- Summarize the cloud security and IBM Security capabilities within IBM Cloud</li> <li>- Articulate which industry compliance programs can be part of IBM Cloud solutions</li> </ul>                                                                                                                                                               | 21%     |
| Architecture Design                          | <ul style="list-style-type: none"> <li>- Describe the basic components of an IBM cloud native solution and the utilization of Red Hat Openshift on IBM Cloud</li> <li>- Utilize the IBM Cloud Reference Architecture center</li> <li>- Summarize the reference architectures for key differentiators</li> <li>- Design IBM cloud solution based upon Non-Functional Requirements</li> </ul>                                                                                                                                                                                                                                                                                                                   | 11%     |
| Solution Design                              | <ul style="list-style-type: none"> <li>- Select an appropriate compute solution given customer requirements</li> <li>- Select an appropriate container solution given customer requirements</li> <li>- Select an appropriate network solution given customer requirements</li> <li>- Select an appropriate storage solution given customer requirements</li> <li>- Select an appropriate security solution given customer requirements</li> <li>- Select an appropriate IBM service given customer requirements</li> <li>- Select the appropriate Cloud Pak software given customer requirements</li> <li>- Determine appropriate migration strategy to onboard data and applications to IBM Cloud</li> </ul> | 33%     |
| Solution Enablement                          | <ul style="list-style-type: none"> <li>- Demo the IBM Cloud console</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 14%     |

| Topic                          | Details                                                                                                                                                                                                                                                                                                                                                                                                   | Weights |
|--------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|
| and Evaluation                 | <ul style="list-style-type: none"> <li>- Leverage digital demo assets from IBM venues</li> <li>- Demonstrate the tools to highlight IBM technology</li> <li>- Demonstrate the methods to highlight IBM technology</li> </ul>                                                                                                                                                                              |         |
| Solution Costing               | <ul style="list-style-type: none"> <li>- Create a bill of materials for specific solution</li> <li>- Explain the key cost variables to optimize the cost case</li> <li>- Utilize the IBM Cloud Cost Estimator Tool</li> </ul>                                                                                                                                                                             | 5%      |
| Getting Started with IBM Cloud | <ul style="list-style-type: none"> <li>- Explain IBM Cloud account types and structure</li> <li>- Guide the customer on how to setup an IBM Cloud account and assign access using IAM</li> <li>- Describe the monitoring, logging and alerting capabilities of IBM Cloud</li> <li>- Define the various support plans</li> <li>- Describe the management involved in IBM Cloud Managed Services</li> </ul> | 16%     |

## IBM C1000-101 Sample Questions:

### Question: 1

A client has a large legacy application. While they are able to meet their traditional customer requirements, they are finding it challenging to keep up with innovative engagement channels that smaller competitors are providing. They need a solution that can let various components of the application scale and evolve at their own pace.

Which approach should be recommended or demonstrated to the client?

- a) Convert the application into a serverless architecture while using cloud databases for persistence.
- b) Guide their development team on Node.js and Angular.js languages so they can refactor their applications.
- c) Select a couple of their use cases and develop a simple microservices solution to show scaling and DevOps.
- d) Deploy their code base into cloud virtual machines and use built in auto scaling features on an IaaS platform.

**Answer: c**

**Question: 2**

IBM Cloud Kubernetes Service on classic infrastructure has a control plane security owned by IBM, and data plane security owned by the customer. What is the responsibility model for this service?

- a) IBM
- b) Shared
- c) Partner
- d) Customer

**Answer: b****Question: 3**

Which Kubernetes component provides data persistence to containers?

- a) deployment
- b) statefulset
- c) persistent application
- d) persistent volume

**Answer: d****Question: 4**

What is delivered during the co-execute stage workflow of IBM Garage Method for Cloud?

- a) The MVP is defined, designed and built.
- b) The garage culture and organization are established.
- c) The service management and operations are modernized.
- d) The big new ideas are created, prioritized and tested.

**Answer: a****Question: 5**

Which offering allows clients to monitor their IBM Cloud account and check unusual activity, while complying with audit and compliance requirements?

- a) HyTrust
- b) IBM Cloud Activity Tracker with LogDNA
- c) Intel TXT
- d) IBM Cloud Identity and Access Management

**Answer: b**

**Question: 6**

Which registry provides automatic vulnerability scanning for container images for Red Hat OpenShift on IBM Cloud?

- a) Docker Hub
- b) Public Registry
- c) OpenShift Container Registry
- d) IBM Cloud Container Registry

**Answer: d****Question: 7**

What are two Enterprise Design Thinking techniques?

- a) Trello
- b) Mural
- c) ideation
- d) root cause analysis
- e) to-be scenario mapping

**Answer: c, e****Question: 8**

Which IBM Cloud storage offering has Smart Tier enabled?

- a) IBM Cloud Object Storage
- b) IBM Block Storage
- c) IBM Cloud Ceph Storage
- d) IBM File Storage

**Answer: a****Question: 9**

A client's application requires an unstructured highly scalable cloud storage service, designed for high durability, resiliency and security. Which IBM Storage offering provides these capabilities?

- a) IBM Cloud Object Storage
- b) IBM Block Storage Endurance
- c) IBM Block Storage Performance
- d) IBM File Storage Endurance with API Extension

**Answer: a**

**Question: 10**

A clients requires a high secure database service to store sensitive personal Information. They also need to transform their digital systems and move towards cloud native architecture using document-based databases.

Which database service address these requirements?

- a) Databases for MongoDB
- b) Databases for PostgreSQL
- c) Hyper Protect DBaaS for MongoDB
- d) Hyper Protect DBaaS for PostgreSQL

**Answer: c**



## Study Guide to Crack IBM Cloud Professional Sales Engineer C1000-101 Exam:

- Getting details of the C1000-101 syllabus, is the first step of a study plan. This pdf is going to be of ultimate help. Completion of the syllabus is must to pass the C1000-101 exam.
- Making a schedule is vital. A structured method of preparation leads to success. A candidate must plan his schedule and follow it rigorously to attain success.
- Joining the IBM provided training for C1000-101 exam could be of much help. If there is specific training for the exam, you can discover it from the link above.
- Read from the C1000-101 sample questions to gain your idea about the actual exam questions. In this PDF useful sample questions are provided to make your exam preparation easy.
- Practicing on C1000-101 practice tests is must. Continuous practice will make you an expert in all syllabus areas.

### Reliable Online Practice Test for C1000-101 Certification

Make EduSum.com your best friend during your IBM Cloud Professional Sales Engineer v1 exam preparation. We provide authentic practice tests for the C1000-101 exam. Experts design these online practice tests, so we can offer you an exclusive experience of taking the actual C1000-101 exam. We guarantee you 100% success in your first exam attempt if you continue practicing regularly. Don't bother if you don't get 100% marks in initial practice exam attempts. Just utilize the result section to know your strengths and weaknesses and prepare according to that until you get 100% with our practice tests. Our evaluation makes you confident, and you can score high in the C1000-101 exam.

**Start Online practice of C1000-101 Exam by visiting URL**

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