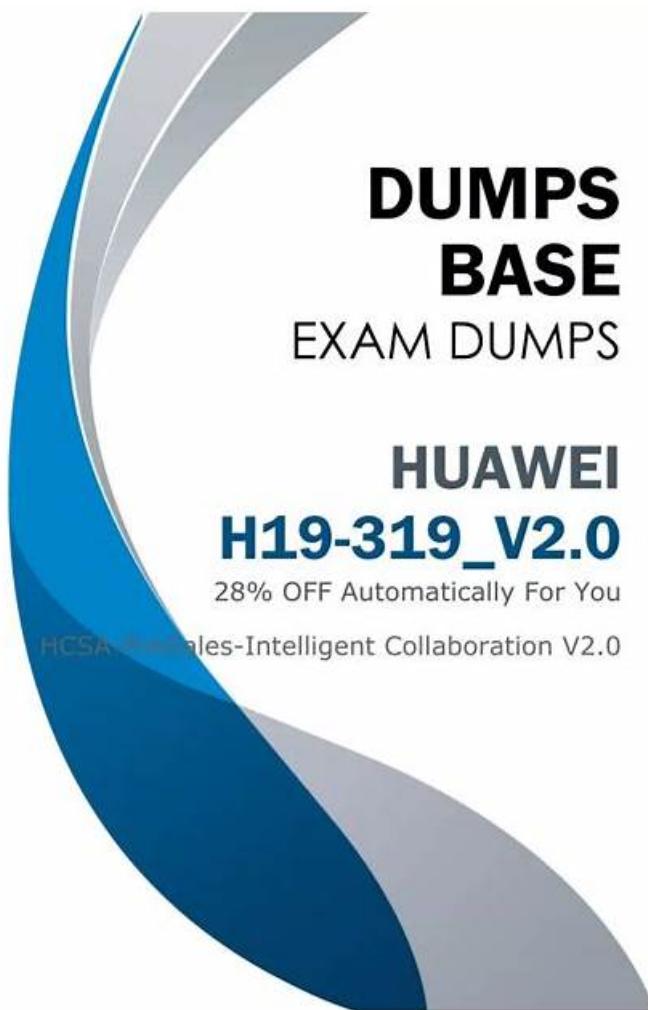


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Huawei H19-101_V6.0 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">Case Study: This section of the exam measures the skills of business analysts and covers real-world applications of Huawei's solutions through case studies. It provides insights into how various organizations have successfully implemented Huawei technologies to achieve business objectives and improve operational efficiencies.
Topic 2	<ul style="list-style-type: none">AR Products: This section of the exam measures the skills of IT professionals in augmented reality applications and covers Huawei's AR products that integrate immersive technologies into enterprise workflows. It highlights how these products can improve operational efficiency and enhance user experiences in various business scenarios.

Topic 3	<ul style="list-style-type: none"> • WLAN Products: This section of the exam measures the skills of wireless network administrators and covers Huawei's WLAN products that provide high-speed, secure wireless connectivity. The focus is on advanced technologies such as Wi-Fi 6 and Wi-Fi 7, which enhance mobility and support high-density environments, ensuring seamless connectivity for users.
Topic 4	<ul style="list-style-type: none"> • CloudFabric: This section of the exam measures the skills of cloud architects and covers Huawei's CloudFabric solution, which facilitates agile and efficient data center networking. It focuses on how this solution supports virtualization and automation, enabling enterprises to optimize their cloud infrastructure for better performance.
Topic 5	<ul style="list-style-type: none"> • CloudWAN: This section of the exam measures the skills of network architects and covers Huawei's CloudWAN solutions designed for wide-area networking. It emphasizes how these solutions enhance connectivity across distributed locations while ensuring security and reliability in data transmission.
Topic 6	<ul style="list-style-type: none"> • Network Security: This section of the exam measures the skills of cybersecurity specialists and covers Huawei's network security products that protect enterprise networks from threats. It focuses on advanced security features, including AI-based threat detection and response mechanisms safeguarding sensitive data.

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Huawei HCSA-Sales-IP Network V6.0 Sample Questions (Q99-Q104):

NEW QUESTION # 99

Multiple innovative technologies of Huawei SD-WAN solution help enterprises reduce bandwidth costs by up to 30%.

- A. TRUE
- B. FALSE

Answer: A

Explanation:

Huawei SD-WAN uses technologies like data compression and multi-link bonding to optimize bandwidth usage, reducing costs by up to 30%, as validated in case studies and official claims.

NEW QUESTION # 100

In which scenarios would Huawei firewall USG be deployed?

- A. Data center network
- B. VM
- C. Branch network
- D. Campus network

Answer: A,C,D

Explanation:

Huawei's USG firewalls, per HCSA-Sales-IP Network V6.0, are deployed in data center networks (A) for protecting core infrastructure, campus networks (B) for enterprise security, and branch networks (D) for distributed sites. Virtual machines (VM, C) are not a deployment scenario for USG, as it is a physical or virtualized appliance, not specifically tied to VM hosting. Thus, A, B,

and D are correct. References: HCSA- Sales-IP Network V6.0, USG Firewall Deployment Scenarios.

NEW QUESTION # 101

What are the sales opportunities of Huawei data center switches?

- A. Finance industry data center network
- B. Oil, energy, and electric power industries, including HPC for mining
- C. Government: e-government platform and national data centers
- D. Aviation: data center network of the monitoring center
- E. Education: university data center, regional education platform, and HPC
- F. Large enterprise EDC

Answer: A,B,C,E,F

Explanation:

Huawei targets:

- *Oil/energy - HPC for mining.
- *Education - University and regional DCNs.
- *Government - E-government and national DCNs.
- *Large enterprise EDC - Enterprise data centers.
- *Finance - Banking DCNs.
- *Aviation - Less emphasized in Huawei's primary DCN sales focus.

NEW QUESTION # 102

Which of the following are Huawei NetEngine routers' sales strategies?

- A. Focus on construction of infrastructure like national broadband and e-government in developing countries
- B. Focus on cloud-network and network digital transformation in developing countries
- C. For electric power and transportation, focus on SDH/EoS, OT/IT network digital transformation, easy O&M, network slicing for critical services, and 50 ms protection switchover
- D. On a MAN, NetEngine routers have high reliability, large bandwidth, and high performance
- E. OTT players speed up construction in markets. Cloud backbone solutions focus on accelerating provisioning, optimizing bandwidth, and simplifying protocols
- F. For IAP, mini-BRAS can be deployed with OLT, saving space and providing large table size for more subscribers

Answer: A,B,C,D,E,F

Explanation:

The HCSA-Sales-IP Network V6.0 outlines NetEngine routers' sales strategies across various markets:

- A: Targets digital transformation in developing regions with cloud-network integration.
- B: Focuses on power/transport with specific features like 50 ms switchover and network slicing.
- C: Addresses OTT needs with optimized cloud backbone solutions.
- D: Emphasizes infrastructure projects like broadband and e-government.
- E: Offers mini-BRAS for IAPs, enhancing subscriber capacity.

NEW QUESTION # 103

Huawei has been investing in technical research on security products and solutions for 24 years.

- A. TRUE
- B. FALSE

Answer: A

Explanation:

Huawei's security R&D began around 2000, reaching 24 years by 2024, with significant investments in HiSec and USG solutions, as per official timelines.

NEW QUESTION # 104

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