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**HCSA-Sales-IP Network V6.0**

**Huawei H19-101 V6.0**

**Version Demo**

**Total Demo Questions: 2**

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## Topic Break Down

| Topic                                           | No. of Questions |
|-------------------------------------------------|------------------|
| Topic 1, Huawei Data Communication Products     | 11               |
| Topic 2, Huawei Data Communication Solutions    | 5                |
| Topic 3, Huawei Data Communication Sales Skills | 7                |
| Total                                           | 23               |

**QUESTION NO: 1**

A retail group is opening small stores in remote locations. The stores have no resident network engineer, but they need protected access to headquarters applications and quick activation when a new store opens. Select two NetEngine AR router selling points that best address these requirements.

- A.** Simplified branch O&M
- B.** Secure interconnection between branches
- C.** High-density access for campus endpoints
- D.** Traffic scrubbing for volumetric internet attacks
- E.** PoE delivery to office devices

**ANSWER: A B**

**Explanation:**

Simplified branch O&M addresses the lack of local specialists by supporting centralized provisioning, monitoring, and maintenance of distributed branches. Secure interconnection between branches addresses the requirement to protect communications with headquarters applications. Application experience assurance can be valuable when application-quality issues are identified, but it is not the primary requirement stated here. Campus switching and DDoS mitigation address different parts of the network.

**QUESTION NO: 2**

An ISP provides internet connectivity to hundreds of enterprise customers. A large DDoS attack against one hosted customer can congest shared upstream capacity and affect other customers. Which anti-DDoS outcome is most valuable to emphasize?

- A.** Protect shared internet-facing capacity by detecting and mitigating attack traffic.
- B.** Increase the number of wired access ports in customer offices.
- C.** Provide PoE to customer surveillance cameras.
- D.** Establish branch VPN connections for internal office users.

**ANSWER: A**

**Explanation:**

The most important outcome is early detection and mitigation of attack traffic before it consumes shared network resources and affects downstream customers. For an ISP, anti-DDoS protection helps maintain service availability across a multi-customer environment. Increasing campus access-port density or providing branch VPN connectivity does not address volumetric attack traffic on shared internet-facing capacity.