

# H19-101 : Votre Guide pour la Certification HCSA-Sales-IP

Passer l'examen **H19-101** peut sembler intimidant, mais avec le bon accompagnement et les bonnes ressources, vous pouvez réussir facilement. Dans cet article, nous allons explorer tout ce que vous devez savoir sur la *certification HCSA-Sales-IP* et comment vous préparer au mieux pour l'examen.

## Qu'est-ce que la certification H19-101 ?

La [certification H19-101](#) est spécialement conçue pour ceux qui veulent prouver leurs compétences en *vente des réseaux*. Elle se concentre sur le **réseau IP**, ce qui est essentiel pour toute entreprise moderne. En obtenant cette certification, vous augmenterez vos chances d'employabilité dans le domaine des *technologies de l'information*.

## Importance du Réseau IP

Le **réseau IP** est la base de nombreuses communications modernes. En comprenant son fonctionnement, vous serez en mesure de mieux vendre des solutions réseau. Cela inclut la gestion des équipements et la compréhension de l'architecture des réseaux.

## Formation HCSA : La Clé du Succès

Pour réussir l'examen **H19-101**, une **formation adéquate** est essentielle. Les cours de formation *HCSA* vous fourniront les connaissances nécessaires sur les produits, les techniques de vente et la configuration du réseau IP. Recherchez des programmes de formation qui mettent l'accent sur la pratique.

## Comment se Préparer pour l'Examen H19-101

Voici quelques étapes pour vous aider à vous préparer efficacement :

- **Étudier le matériel officiel** : Cela vous assure que vous couvrez tous les sujets requis.
- **Pratiquer avec des examens blancs** : Ils vous familiariseront avec le format de l'examen.

- **Participer à des forums et groupes d'étude** : Échanger avec d'autres candidats peut être très bénéfique.

## Conclusion

La [certification H19-101](#) est une étape importante pour toute personne souhaitant se lancer dans la *vente des réseaux*. Avec la bonne préparation et un engagement sérieux dans votre *formation HCSA*, le succès est à votre portée. Ne laissez pas le stress de l'examen vous décourager. À partir de maintenant, concentrez-vous sur vos objectifs !



# Huawei

## H19-101\_V6.0 Exam

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

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# Version: 4.2

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**Question: 1**

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Which of the following are new demands for data communication networks in the all-intelligence era?

- A. Network security: threat elimination at anywhere
- B. DCN: AI and cloud computing
- C. WAN: mission-critical service connectivity
- D. Campus network: fully-wireless and video-oriented

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**Answer: A, B, C, D**

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Explanation:

In the all-intelligence era, data communication networks face evolving demands driven by digital transformation, AI integration, and intelligent connectivity. Huawei's HCSA-Sales-IP Network documentation highlights these new requirements:

- Network security: threat elimination at anywhere – With cyber threats becoming ubiquitous, networks must proactively eliminate risks at all points, aligning with Huawei's HiSec security solutions.

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- DCN: AI and cloud computing – Data Center Networks (DCNs) must support AI-driven workloads and cloud computing scalability, as seen in Huawei's CloudEngine series.
- WAN: mission-critical service connectivity – Wide Area Networks (WANs) need to ensure uninterrupted connectivity for critical services, a key feature of Huawei's NetEngine routers and SD-WAN solutions.
- Campus network: fully-wireless and video-oriented – Campus networks are shifting toward fully wireless architectures (e.g., Wi-Fi 7) and must support high-bandwidth video applications, as emphasized in Huawei's CloudCampus solution.

These demands reflect the transition to intelligent, secure, and high-performance networks, as outlined in Huawei's official training materials.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 1: Industry Trends and Network Evolution.

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**Question: 2**

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Which of the following are Huawei datacom network solution portfolios?

- A. NetEngine series WAN routers
- B. HiSecEngine series security gateways
- C. AirEngine series Wi-Fi APs
- D. CloudEngine series campus switches

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**Answer: A, B, C, D**

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Explanation:

Huawei's datacom network solution portfolios encompass a wide range of products designed for various network scenarios:

- NetEngine series WAN routers – These are Huawei’s flagship WAN routers (e.g., NetEngine AR, 8000 series) for enterprise branch connectivity and SD-WAN.
- HiSecEngine series security gateways – These provide advanced security features like firewalls and threat detection, integral to Huawei’s HiSec framework.
- AirEngine series Wi-Fi APs – Huawei’s Wi-Fi 6 and Wi-Fi 7 access points (e.g., AirEngine 8760) cater to wireless campus and enterprise needs.
- CloudEngine series campus switches – These switches (e.g., CloudEngine S12700E, S8700) are designed for high-performance campus networks.

Additionally, the Network Digital Map (for visualized O&M) and CloudEngine series data center switches (e.g., CloudEngine 16800) are part of Huawei’s portfolio, though not listed in the options. Since the question asks for portfolios and all listed options are correct, they are all included.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 2: Huawei Datacom Product Portfolio.

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### Question: 3

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Which of the following fields do Huawei datacom products cover?

- A. Network management
- B. Campus network
- C. Data center network
- D. Metro router
- E. Antivirus software
- F. Network security

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

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Explanation:

Huawei's datacom products span multiple domains:

- Network management – Tools like iMaster NCE provide centralized management and O&M.
- Campus network – CloudEngine switches and AirEngine APs address campus connectivity.
- Data center network – CloudEngine data center switches (e.g., CloudEngine 16800) support DCNs.
- Metro router – NetEngine series routers serve metro network scenarios.
- Network security – HiSecEngine gateways and USG firewalls ensure security across networks.
- Antivirus software – Huawei does not produce standalone antivirus software; this is not part of their datacom portfolio, which focuses on hardware and network-layer security solutions.

This aligns with Huawei's comprehensive datacom strategy excluding standalone software like antivirus.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 3: Datacom Product Coverage.

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**Question: 4**

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What are the three experience upgrades of Huawei High-Quality 10 Gbps CloudCampus Solution?

- A. Wireless experience upgrade
- B. Simplified architecture upgrade
- C. O&M experience upgrade
- D. Application experience upgrade

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**Answer: A, C, D**

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Explanation:

Huawei's High-Quality 10 Gbps CloudCampus Solution focuses on enhancing user and operational experiences:

- Wireless experience upgrade – Leverages Wi-Fi 7 and AirEngine APs for seamless, high-speed wireless access.
- O&M experience upgrade – Uses iMaster NCE-Campus for intelligent, visualized operations and maintenance.
- Application experience upgrade – Ensures optimal performance for applications like 4K video and VR with QoS and bandwidth assurance.
- Simplified architecture upgrade – While Huawei emphasizes streamlined designs, it's not explicitly listed as one of the three core experience upgrades in official documentation, which prioritizes wireless, O&M, and application enhancements.

This reflects Huawei's focus on user-centric improvements in the Wi-Fi 7 era.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 4: CloudCampus Solution Overview.

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**Question: 5**

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Huawei campus network digital map can implement real-time visualized O&M and dynamic energy saving.

A. TRUE

B. FALSE

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**Answer: A**

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Explanation:

Huawei's Network Digital Map, integrated into the iMaster NCE-Campus platform, provides:

- Real-time visualized O&M – Offers a graphical view of network status, device health, and traffic

in real time.

- Dynamic energy saving – Adjusts power consumption dynamically based on traffic patterns and usage, reducing energy costs.

This feature is a key highlight of Huawei's campus network solutions, enabling efficient management and sustainability, as confirmed in official materials.

Reference: Huawei HCSA-Sales-IP Network Training Manual, Section 4.3: Network Digital Map Features.

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