

700-760^{Q&As}

Cisco Security Architecture for Account Managers

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QUESTION 1

Which three products are Cisco Visibility and Enforcement solutions? (Choose three.)

- A. Web Security
- B. AnyConnect
- C. TrustSec
- D. Identity Services Engine (ISE)
- E. Next-Generation Firewalls (NGFW)
- F. Next-Generation Intrusion Prevention System (NGIPS)
- G. Advanced Malware Protection (AMP) for Endpoints

Correct Answer: ACE

QUESTION 2

In which two ways should companies modernize their security philosophies? (Choose two.)

- A. Reinforce their threat-centric security tactics.
- B. Decrease internal access and reporting
- C. Expand their IT departments.
- D. Rebuild their security portfolios with new solutions
- E. Complement threat-centric tactics with trust-centric methods.

Correct Answer: AD

QUESTION 3

In which two ways has digitization transformed today's security threat landscape? (Choose two.)

- A. Expanding complexity
- B. Growing ecosystem
- C. Decreasing endpoint ecosystem
- D. Decreasing 3rd party applications
- E. Decreased access points

Correct Answer: AB

QUESTION 4

What are two key Cisco IoT use cases? (Choose two.)

- A. Mobile Utilities
- B. Financial Institutions
- C. Parks and Recreation
- D. Industrial Security
- E. Connected Health

Correct Answer: BE

QUESTION 5

Which three factors should a customer consider when choosing the ideal security solution provider? (Choose three.)

- A. Creates new market opportunities
- B. Delivers excellent partner and customer support
- C. Generates higher margins on each sale
- D. Provides solutions at the lowest cost
- E. Offers more than just niche products
- F. Is committed to security

Correct Answer: BEF

QUESTION 6

Which component of AMP provides the details customers need to address problems after a breach is identified?

- A. Rapid remediation
- B. Filesandboxmg
- C. Continuous analysis
- D. Context awareness

Correct Answer: A

QUESTION 7

What are two ways that Cisco helps customers balance protection and accessibility? (Choose two)

- A. Leverage integrated tools and dynamic context to enforce policies
- B. Reinforce device infrastructure with an extensive security portfolio
- C. Provide vital training to ensure a skilled workforce.
- D. Analyze user and device vulnerability.
- E. Manage risk more effectively across the environment.

Correct Answer: AC

QUESTION 8

What are two common customer obstacles? (Choose two.)

- A. Lack of solution integration
- B. High turnover of IT professionals
- C. Compliance regulations
- D. Limited resources
- E. Security system blackouts

Correct Answer: CD

QUESTION 9

Which two products empower customers to create secure next-gen networks? (Choose two.)

- A. AMP
- B. ISE
- C. ACI
- D. SD-Access
- E. MFA

Correct Answer: BC

QUESTION 10

Which network security product provides a unified image on an intuitive interface?

- A. Next-Generation Intrusion Prevention System

- B. Advanced Malware Protection
- C. Cloudlock
- D. Firepower Threat Defense

Correct Answer: B

QUESTION 11

What are two results of utilizing a fragmented security model? (Choose two.)

- A. Individual components pieced together to meet requirements.
- B. Decreased visibility and limited understand of security coverage.
- C. Reduced malicious file risk through additional segmentation.
- D. Decreased network accessibility through multiple applications.
- E. Increased identity controls.

Correct Answer: AE

QUESTION 12

Which two security areas are part of Cisco's web solutions? (Choose two.)

- A. URL Filtering
- B. Web Security
- C. Email Security
- D. Identity and Access Control
- E. Malware Protection

Correct Answer: DE

QUESTION 13

How can partners leverage Cisco's award-winning resources and support to help customers?

- A. Access support, services, and resources whenever needed.
- B. Be the first to receive new innovations.
- C. Take advantage of incentives programs.
- D. Earn higher margins on each deal sold.

Correct Answer: B

QUESTION 14

What are two of the key benefits of the Opportunity Incentive Program? (Choose two.)

- A. Supports a focus on the customer lifecycle
- B. Facilitates rapid quoting to decrease time to market
- C. Incentivizes partner-driven opportunity creation efforts
- D. Reinforces partner demand-generation capabilities
- E. Strengthens customer success management

Correct Answer: BD

QUESTION 15

What are three main areas of the Cisco Security Portfolio? (Choose three.)

- A. Firewalls
- B. Advanced Threat
- C. Cloud Security
- D. Roaming Security
- E. IoT Security
- F. Voice and Collaboration

Correct Answer: BCE

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