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Cisco

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Cisco Security Architecture for Account Managers



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Question: 113

What are two ways Cisco helps customers navigate compliance issues? (Choose two.)

- A. Providing identity verification
- B. Securing email communications
- C. Ensuring all employees have access to all files
- D. Removing reporting requirements
- E. Removing bureaucratic security tags

Answer: A,B

Question: 114

Which two attack vectors are protected by Web Security? (Choose two.)

- A. Email
- B. Voicemail
- C. Cloud
- D. Web
- E. Data Center

Answer: A,D

Question: 115

Which two attack vectors are protected by NGFW? (Choose two.)

- A. Web
- B. Cloud
- C. Mobile
- D. Data Center
- E. Email

Answer: A,B,D

Question: 116

Which are two reasons perimeter-based network security is no longer sufficient? (Choose two)

- A. more vulnerabilities
- B. more IT professionals
- C. more networks
- D. more devices
- E. more users

Answer: A,D,E

Question: 117

Which two benefits of flexible purchasing does Cisco provide? (Choose two.)

- A. Simplify the datacenter
- B. Meet immediate needs
- C. Roll out more solutions
- D. Plan for the future
- E. Reduce training needs

Answer: A,B,D

Question: 118

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

Answer: A,B,E,F

Question: 119

What are two steps customers can take to evolve to a trust-centric security philosophy? (Choose two.)

- A. Limit internal access to networks.
- B. Require and install agents on mobile devices.
- C. Always verify and never trust everything inside and outside the perimeter.
- D. Block BYOD devices.
- E. Only grant access to authorized users and devices.

Answer: A,C,E

Question: 120

Which two Cisco products remediate network, cloud, and endpoint threats? (Choose two.)

- A. Duo
- B. Identity Services Engine
- C. Stealthwatch
- D. Cisco Security Connector
- E. AMP for Endpoints

Answer: A,C,E

Explanation:

https://www.cisco.com/c/en_ae/products/security/portfolio.html#~stickynav=2

Question: 121

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

Answer: A,B,D

Question: 122

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

Answer: A,B



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