700-260^{Q&As}

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Advanced Security Architecture for Account Manager

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QUESTION 1

Why might companies need Cisco Cyber Threat Defense?

A. They need cost-effective security management outsourcing.

B. They have increased bandwidth needs and allow BYOD

C. They need to add and provision servers faster than ever.

D. They have a lack of segmented or differentiated access.

E. They are being inundated with advanced, persistent threats.

F. They have an infrastructure of overlapping rule sets, complex inheritance, and oversubscription

Correct Answer: E

QUESTION 2

Which Cisco business value is represented by features of scalable solutions and network adaptability?

A. protection

B. flexibility

C. control

D. completeness

E. cost effectiveness

Correct Answer: D

QUESTION 3

Which three features do customers receive with smart licensing? (Choose three.)

A. PAK registration

B. company specific licensing

C. easy registration

D. manual registration

E. a complete view of software, services, and devices

F. products that have to be continually adjusted

Correct Answer: DEF

QUESTION 4

Which option is the main focus of a company that is looking to extend data storage to the cloud in the "Secure Cloud" use case?

A. URL filtering

B. many features on one appliance

C. BYOD

D. secure data storage and cloud access

E. application visibility and control

Correct Answer: C

QUESTION 5

Which two options are benefits for selling Cisco Security Solutions? (Choose two.)

A. lower total cost of ownership

B. simplified solutions

C. partner referrals

D. opportunities for new revenue

E. incentives programs

Correct Answer: BD

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