



700-265^{Q&As}

Cisco Advanced Security Architecture for Account Managers

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QUESTION 1

Which option describes how partners can help customers using their unique relationship with Cisco award-winning resources and support?

- A. Be the first to receive new innovations
- B. Take advantage of incentives programs
- C. Access 24-hour support around the world
- D. Earn higher margins on each deal sold

Correct Answer: C

QUESTION 2

Which three main points of the Cisco Security and Threat Landscape module are true? (Choose three.)

- A. An effective security solution provides customers with the necessary tools and resources to overcome their ever-growing security challenges.
- B. The Cisco Security Solutions Portfolio drives customer business outcomes.
- C. The business case for security is defined in the threat landscape.
- D. The threat landscape is expanding and increasing costs for customers.
- E. Customers need an easy to manage and fully integrated solution.
- F. Customers must understand how vulnerable they are.

Correct Answer: ABE

QUESTION 3

Which two options are features of Cisco Enterprise License Agreements? (Choose two.)

- A. limited consumption models
- B. up-front pricing
- C. one agreement for each part of the business
- D. unforeseen costs and fees down the road
- E. organic growth up to 20%
- F. short-term lifespan under 1 year

Correct Answer: BE



QUESTION 4

Which phase of the software lifecycle deals with anticipating customer needs and bundling and adding products accordingly?

- A. plan and supply
- B. upsell and cross sell
- C. renew
- D. land and expand
- E. know and grow

Correct Answer: B

QUESTION 5

Which attribute does Cisco Talos possess?

- A. ability to detect threats across all layers of defense
- B. third-party applications integrated through comprehensive APIs
- C. real-time threat intelligence
- D. detection of threats communicated within 24 hours of occurrence
- E. blocks threats in real time

Correct Answer: C

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