



700-265^{Q&As}

Cisco Advanced Security Architecture for Account Managers

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QUESTION 1

Which three issues do customers with limited mobility issues deal with? (choose three)

- A. Remote workers that compromise security
- B. Solutions that do not extend off network
- C. Complex mobile management
- D. Complex mobile management
- E. Big data center vulnerability
- F. Expensive malware attacks

Correct Answer: ABC

QUESTION 2

Which application works with customers to eliminate security gaps and ensure safe data access and storage in the cloud across devices?

- A. AnyConnect
- B. Cloudlock
- C. Stealthwatch
- D. TrustSec
- E. AMP Threat Grid
- F. Next Generation Firewall

Correct Answer: C

QUESTION 3

Refer to the exhibit.



The graphic is split into two panels. The left panel has a purple header: "Choose the exact platform that meets immediate needs now and prepares for the future." Below it, four puzzle pieces represent "Endpoint Security", "Management Solution", "Network Security", and "Content Security". At the bottom are icons for a cloud, a magnifying glass, and a server rack. Text at the bottom reads: "Many solutions are available as either physical or virtual appliances. Licensing options allow customers to choose the functionality they need, based on the number of active endpoints on the network." The right panel has a purple header: "Consolidate all of your security solution services to a single provider and run multiple applications on one appliance." It features the Cisco logo and a central "One Appliance" circle surrounded by "Web Usage", "Usage Tracking", "URL Filtering", "Anti-Malware", and "DLP". Text at the bottom reads: "Customers can bundle various features in one appliance and combine multiple solutions in a single offering."

Consolidating platforms and appliances under a single provider is an example of which customer cost saver?

- A. Less time scoping a breach
- B. Fewer resources to manage
- C. Faster integration
- D. Flexible licensing

Correct Answer: D

QUESTION 4

Which Cisco business value is represented by features of automatic updates and post- attack guidance?

- A. cost effectiveness
- B. flexibility
- C. protection
- D. completeness
- E. control

Correct Answer: C

QUESTION 5

Which phase of the software lifecycle has relationship building as a critical part because it deals with developing new licenses to meet changing customer needs?



- A. extend
- B. renew
- C. upsell and cross sell
- D. adopt
- E. activate

Correct Answer: C

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