



# 700-760<sup>Q&As</sup>

Cisco Security Architecture for Account Managers

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#### QUESTION 1

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

- A. Unresponsive potential customers
- B. Overcrowded portfolios
- C. Complexity of solution components
- D. Fragmented solutions
- E. Seller competition

Correct Answer: AD

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#### QUESTION 2

In which two ways does Cisco address resource constraints for customers? (Choose two.)

- A. Extended datacenter support
- B. IoT device hardware upgrades
- C. Environment control via URL filtering and AVC
- D. Enable many features via one appliance
- E. Consolidated training

Correct Answer: BE

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#### QUESTION 3

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

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

Correct Answer: DE

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#### QUESTION 4



What is an attribute of Cisco Talos?

- A. Detection of threats communicated within 48 hours of occurrence
- B. Blocks threats in real time
- C. Real-time threat information
- D. 3rd party applications integrated through comprehensive APIs

Correct Answer: C

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#### QUESTION 5

What are two factors that influence customer IoT conversations? (Choose two)

- A. Maturity
- B. Detection
- C. Motivation
- D. Protection
- E. Prevention

Correct Answer: CE

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