

**Exam** : **000-M195**

**Title** : M195 IBM Security  
Solutions Sales Mastery  
Test v1

**Version** : Demo

1. The IBM Security Framework defines the need for repeatable, testable and automated controls for all but:

- A. Data security
- B. Applications security
- C. Asset management
- D. Infrastructure protection

Answer: C

2. What are the key security features of IBM Security Virtual Server Protection for VMware?

- A. Rootkit Detection, Firewall, Intrusion Prevention, Virtual Network Admission Control, File Integrity Monitoring.
- B. Rootkit Detection, Firewall, Intrusion Prevention, Virtual Network Admission Control, Auditing.
- C. Rootkit Detection & Removal, Firewall, Intrusion Prevention, Virtual Network Admission Control, Auditing.
- D. Rootkit Detection, Firewall, Intrusion Detection Only, Virtual Network Admission Control, Auditing.

Answer: B

3. Which of the following Security Focus areas as shown in the IBM Security Framework are addressed with IBM Security Services offerings?

- A. Data and Information Security.
- B. Application Security.
- C. Network, Server and Endpoint Security
- D. All of the above.

Answer: D

4. What is not one of the major contributing elements of IBM's Smarter Planet initiative?

- A. Interconnected
- B. Integrated
- C. Intelligent
- D. Instrumented

Answer: B

5. Based upon discussions with several different vendors, a client has requested an Intrusion Prevention System (IPS) competitive evaluation.

What action should the seller take?

- A. Request that IBM Global Finance deliver evaluation equipment to the client.
- B. Complete the evaluation agreement form, and deliver the equipment to the client for testing.
- C. Provide the client with a tour of a Global Security Operations Center to showcase the capabilities of IBM security products.
- D. Work with a Systems Engineer to schedule delivery and implementation of the evaluation product in the client's environment.

Answer: D

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