



700-260^{Q&As}

Advanced Security Architecture for Account Manager

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QUESTION 1

Which Cisco security technology delivers the best real-time threat intelligence?

- A. Cisco Security Intelligence Operations
- B. Cisco ASA Next-Generation Firewall Services
- C. Cisco Identity Services Engine
- D. Cisco Security Manager
- E. Cisco TrustSec

Correct Answer: A

QUESTION 2

Which two Cisco business values demonstrate features of end-to-end protection and protection across the attack continuum? (Choose two.)

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

Correct Answer: AC

QUESTION 3

In addition to protection, control, and flexibility, which two business values are included in Cisco value propositions? (Choose two.)

- A. Low cost
- B. Completeness
- C. Cost effectiveness
- D. Scalability
- E. Integration

Correct Answer: BC



QUESTION 4

Which three options should a customer look for when choosing the ideal security solution provider? (Choose three.)

- A. Delivers better partner and customer support
- B. Generates higher margins on each sale
- C. Creates new market opportunities
- D. Offers more than just niche products
- E. Is committed to security
- F. Provides solutions at the lowest cost
- G. Prioritizes one security solution above all else

Correct Answer: ADE

QUESTION 5

Which two additional business values are used as part of Cisco value propositions? (Choose two)

- A. cost effectiveness
- B. scalability
- C. support
- D. completeness
- E. integration

Correct Answer: AD

QUESTION 6

In the "Advanced Protection" use case: at which stage of the threat continuum does a challenge due to inconsistent threat containment tools occur?

- A. during
- B. before
- C. along the entire attack continuum
- D. after

Correct Answer: C



QUESTION 7

Increased employee productivity, confidence in data confidentiality, and increased visibility are features that demonstrate which Cisco business value?

- A. Cost effectiveness
- B. Protection
- C. Control
- D. Flexibility
- E. Completeness

Correct Answer: C

QUESTION 8

Why do partners often have a hard time selling their new security solutions to customers?

- A. Customers have antiquated solutions.
- B. Customers show a lack of concern over malware and threats.
- C. Customers boast completely secure environments.
- D. Customers have overcrowded portfolios of security solutions from multiple vendors.

Correct Answer: D

QUESTION 9

Which quality is an example of the Cisco value of flexibility?

- A. best continuous analysis
- B. better ability to scale and alter your environment
- C. enhanced remediation
- D. the only comprehensive policy enforcement tool
- E. faster threat identification

Correct Answer: C

QUESTION 10

The unmatched security that Cisco offers is demonstrated by its long-standing experience in which two options? (Choose two.)



- A. Mobile solutions
- B. Networks
- C. Software
- D. Security
- E. Devices

Correct Answer: BD

QUESTION 11

At which point during the attack continuum does a customer experience limited remediation tools?

- A. Across the entire continuum
- B. During
- C. Before
- D. After

Correct Answer: A

QUESTION 12

Which is a prime example of a Cisco differentiator as Cisco leads the industry in email/web security, network access: and is the number one market share in network security?

- A. best-in-class technologies
- B. lowest price points
- C. comprehensive vision for security
- D. unparalleled commitment
- E. one solution to fit every need

Correct Answer: A

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