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QUESTION 1

Which security technology can protect networks in the During phase of the attack continuum model?

- A. next-generation firewall
- B. AMP
- C. next-generation IPS
- D. VPN

Correct Answer: C

QUESTION 2

Which Gartner rating has set the Cisco next-generation IPS solution apart from competing products for the past 8 years?

- A. visionary
- B. leader
- C. challenger
- D. niche player

Correct Answer: A

QUESTION 3

Which security strategy is implemented in the Before phase of the before-during-after model?

- A. remediate
- B. scope
- C. detect
- D. discover

Correct Answer: D

QUESTION 4

Since which year has Source fire been the leader in the Gartner Magic Quadrant for IPSs?

- A. 2006



- B. 2010
- C. 2013
- D. 2014

Correct Answer: A

QUESTION 5

Which two attributes in the visibility-driven component of the Cisco security model are needed to see all threats?
(Choose two.)

- A. management
- B. depth
- C. network
- D. breadth
- E. endpoint

Correct Answer: BD

QUESTION 6

In addition to application, context, and content awareness and an Agile Security engine, which feature does Gartner specify as part of a next-generation IPS solution?

- A. standard first-generation IPS
- B. firewalling
- C. encryption
- D. antivirus

Correct Answer: A

QUESTION 7

In which category of the attack continuum does the next-generation IPS belong?

- A. prologue
- B. during
- C. after
- D. before



Correct Answer: B

QUESTION 8

As defined by the attack continuum model, which feature set does a customer need to use after an attack?

- A. scope, contain, and remediate
- B. discover, enforce, and harden
- C. learn, enforce, and block
- D. detect, block, and defend

Correct Answer: A

QUESTION 9

Which solution has the most robust partner ecosystem and APIs?

- A. McAfee
- B. Cisco Source fire
- C. IBM ISS
- D. HP Tipping Point

Correct Answer: B

QUESTION 10

As defined by the before-during-after model, which set of features does a customer need to have in place before an attack occurs?

- A. discover, enforce, and harden
- B. scope, contain, and remediate
- C. detect, block, and defend
- D. learn, enforce, and block

Correct Answer: A

QUESTION 11

Which security technology can protect networks during the After phase of the attack continuum model?



- A. next-generation firewall
- B. AMP
- C. web security
- D. next-generation IPS

Correct Answer: B

QUESTION 12

With regard to deal qualification, what is the least qualified opportunity for Cisco AMP?

- A. The customer has Fire Eye deployed in the account.
- B. The customer has an IT security or investor relations team that addresses malware
- C. The customer has Cisco AMP in exploration mode.
- D. The customer has an antivirus or endpoint security displacement opportunity.

Correct Answer: D

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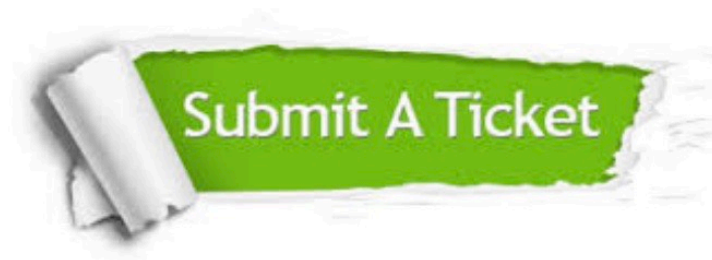
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