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Express Security for Account Managers

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QUESTION 1

Which are two key points of the Partner Value Proposition module? (Choose two.)

A. The Cisco Partner Ecosystem provides partners with the right knowledge, resources, and tools to drive a successfulsecurity practice.

B. The security market is growing and the increasing complexity in protecting customer environments is driving demand for specialized partners.

C. The Cisco Security Solutions Portfolio drives customer business outcomes by providing threat-centric defense, visibility and control, and flexible solutions

D. The collaboration between partners and the Ecosystem is pivotal in supporting customers to drive business outcomes.

Correct Answer: AC

QUESTION 2

What are three key business outcomes customers are looking to achieve? (Choose three.)

A. Additional firewalls for additional protection

B. A managed environment

C. Access to user\\'s personal information

D. Cyber data defense

E. Flexible Solutions

F. Complete Protection

Correct Answer: BEF

QUESTION 3

Which are three key security vectors customers need to monitor to overcome security challenges? (Choose three.)

A. Data Center

B. Hackers Device

C. SaaS and Cloud Platform

D. Campus and Branch

E. Cloud Apps

F. Malware Protection

Correct Answer: ADF

QUESTION 4

Which are two attack vectors protected by DNS-Layer security? (Choose two.)

A. Mobile

B. Webmail

C. Cloud technology

D. E-mail

E. Voicemail

Correct Answer: BD

QUESTION 5

Which are three key solutions and features of the Datacenter threat-centric solution? (Choose three.)

A. Global ThreatIntelligence

B. Data center defense policy enforcement

C. Constant threat protection at all levels

D. Enhanced visibility of data, user, and device behavior

E. Enabled scalability and capability across the business

F. File Reputation

Correct Answer: CDE

QUESTION 6

Whichthree are key points from the Threat-Centric module? (Choose three.)

A. Cisco Security is the #1 threat model

B. Customers are searching for security answers without interrupting productivity

C. Cisco Security provides flexible, simple, and integrated advanced threat detection, through a multilayerd approach

D. The Cisco Security Portfolio provide security across the entire business environment

E. An effective security solution can help overcomeever-growing security challenges

F. Cisco Security provides direct simple, and balanced detection by driving customer outcomes

Correct Answer: CDF

QUESTION 7

How does Cisco TrustSec help secure sensitive data and regulating network access?

A. E-mail security

B. Provide customer choice

C. Traffic tagging

D. Leverage file reputation

E. Ensure compliance

Correct Answer: C

QUESTION 8

What is the average cost of network attacks?

A. S300B

B. S500K

C. S50K

D. S300K

Correct Answer: D

QUESTION 9

Whatcustomer use case is challenged by device incompatibility, OS diversity, and a multitude of 3rd party applications?

A. Growing business

B. Small budget

C. Limited mobility

D. Vulnerable cloud

E. Compliance issue

Correct Answer: E

QUESTION 10

Which are three Cloud Security products? (Choose three)

A. Meraki

B. Investigate

C. NGFWv(Virtual)

D. Cisco Umbrella

E. Cloudlock

F. Web Security

Correct Answer: BDE

QUESTION 11

Which are threemain benefits of building a security practice? (Choose three.)

A. Deeper customer loyalty

B. Increased revenue

C. Customer service growth

D. Better Margin

E. Selective customer advantage

F. Increased service benefits

Correct Answer: AEF

QUESTION 12

Which two are attack vectors protected by Malware Protection? (Choose two.)

A. Voicemail

B. Cloud apps

C. Mobile

D. E-mail

E. Campus andBranch

Correct Answer: DE

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