Vendor: IBM

Exam Code: M2150-225

Exam Name: IBM Tivoli Internet Security Systems Sales
Mastery Test v2

Version: Demo

Question No : 1

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

Explanation:

Question No : 2

A Business Partner identifies a large intrusion prevention and managed services opportunity with a long-term client. Because of the size of the opportunity, the IBM Sales Representative recommends engaging the local IBM Security Specialist

Which statement is correct regarding this opportunity?

A. The Business Partner refers the opportunity to the IBM Specialist and receives a 20% finder's fee
B. The IBM Specialist takes control of the opportunity and the Business Partner fulfills the order.
C. The IBM Specialist provides a client business plan to the IBM Sales Representative to guide the Business Partner.
D. The Business Partner keeps ownership of the progression of the opportunity while the IBM Specialist provides support

Answer: D

Explanation:

Question No : 3

An IBM Business Partner is planning a security event for several regional clients in the retail industry. Which actions should an IBM Business Partner take?

A. Research Partner World for industry specific marketing collateral.
B. Engage Techline to develop presentation content and help pay for a local venue.
C. Ask IBM to send out invitations to their clients
D. Engage their IBM Security Representative and request support from Channel Marketing to obtain a reputable industry security speaker for the event and to help with invitations, presentation content, and logistics

Answer: D

Explanation:

Question No : 4

IBM Security positions its products as being "ahead of the threat-How is this achieved?

A. By relying on regular signature updates.
B. By not disclosing vulnerabilities until a patch is available for products.
C. By not relying on signature updates and utilizing heuristics.
D. By taking feeds from the global Managed Security Services operation and providing updates in real time.

Answer: C

Explanation:

Question No : 5

What is the name of the IBM Security research and development organization?

A. Global Security Operations Center
B. X-Force
C. X-Cert
D. Security Intel Resource

Answer: B

Explanation:

Question No : 6

A client is concerned about the number of security agents currently supported on its desktop image. What should the Systems Engineer discuss?

A. How IBM Security Network Intrusion Prevention System appliances reduce the risk of infection or breach and mitigate the need for most security agents on the desktops.
B. How completing a data classification study allows IBM to help the client understand where its data security risks reside
C. How the IBM Security Tivoli Endpoint Manager strategy will provide the client with one framework for host management and security.
D. How Enterprise Scanner can automate vulnerability assessment and reduce the number of endpoint security agents currently used

Answer: C
Explanation:

Question No : 7

How does IBM Security offer end-to-end security today?

A. Continually looks for product updates and enhancements and actively works with the Research & Development community.
B. Evaluates gaps in the IBM Security Framework and acquires the appropriate security vendors
C. Offers a free Security Health Scan to any client.
D. Provides the industry's broadest information security training and certification courses.

Answer: A
Explanation:

Question No : 8

A client has deployed SourceFire Intrusion Prevention System appliances but finds it challenging to keep up with the constant flood of signatures What is the best IBM Security technology differentiator?

A. Protocol Analysis Module in IBM Security host, endpoint, and network solutions.
B. Content Analyzer function in IBM Security Intrusion Prevention System appliances
C. The decryptions function in IBM Security Server Sensor.
D. IBMSecuritySecurityFusion Module function in IBM Security SiteProtector.

Answer: A

Explanation:

Which of the following is the best way to educate a potential client on the full range of IBM security solutions and win the account?

A. Send the client the latest Gartner report showing IBM Security in the magic quadrant along with McAfee, Symantec, and SourceFire.
B. Show the client a reference from a client in the same industry
C. Recommend another vendor in the portfolio that may be able to meet the client requirements.
D. Arrange a workshop in partnership with IBM Security to demonstrate IBM Security's X-Force and strong solutions

Answer: D

Explanation:

A potential client recently acquired a competitor organization and is considering infrastructure consolidation. The person responsible for this project is new to the role and needs advice on how to start the process

What action should the seller take?

A. Meet with the client and Systems Engineer to discuss options and help design the new architecture.
B. Send the client some case studies from PartnerWorld showing similar requirements.
C. Send the client the latest solutions guide that describes the best use and deployment of IBMSecurityappliances
D. Schedule a meeting with the technical staff from both organizations to gain an understanding of the existing architecture.

Answer: A

Explanation:

Question No : 11

A client with a TippingPoint deployment is concerned about the solution's long-term viability. What products should the sales representative prepare to discuss?

A. IBM Security SiteProtector and IBM Security Network Intrustion Prevention System.
B. IBM Security SiteProtector and IBM Security Multi Function System.
C. IBM Security SiteProtector and IBM Security Server.
D. IBM Security SiteProtector and IBM Security Virtual Server Protection

Answer: A

Explanation:

Question No : 12

What best describes the work of IBM Security's X-Force Research and Development team?

A. Providing in-depth security research, which is at the core of all IBM Security products and services.
B. Providing IBMSecuritywith the ability to stop threats because of its knowledge base of information-understanding the tools and techniques used to create attacks and collaborating with government agencies, industry consortia, and software developers.
C. Discovering and analyzing previously unknown vulnerabilities in critical software and infrastructure such as: e-mail, networks, Internet applications, security protocols, business applications and VoIP.
D. Using the global reach of security operations centers, and the ear-to-the-ground intelligence obtained through Managed Security Services to provide analysis.

Answer: C

Explanation:

Question No : 13

Upon visiting a very large customer, it is discovered that they have a large deployment of Sourcefire sensors During the meeting, the customer discloses that management won't allow them to be run in IPS mode, only IDS because of concerns around false positives and the need for more staff to chase down these events.

What should be the first thing discussed with the customer?

A. Offer to bring in PSS to discuss staff augmentation to help chase down the events.
B. Work with the customer to integrate their Sourcefire sensors with TSIEM.
C. Discuss our unique ability to place IBM sensors in blocking simulation mode.
D. Suggest a meeting with both IBM and Sourcefire to discuss working together.

Answer: C

Explanation:

Question No : 14

What are the three pillars of the IBM Security Framework?

A. IBM Security Products, Professional Security Services, and Managed Security Services.
B. Professional Security Services, Managed Security Services, and Business Continuity Services.
C. Managed Security Services, IBMSecurityProducts, and Tier 1 OEM Security Vendors.
D. Threat Mitigation Services, Data Security Services, and IBM Security Products.

Answer: A

Explanation:

Question No : 15

IBM Security services and products deliver which type of integrated security solutions?

A. X-Force
B. secure
C. pre-emptive.
D. modular

Answer: C

Explanation:

Question No : 16

A Chief Information Officer mentions an initiative to protect the data residing on the core

network with Intrusion Prevention System technology. He confides that his network team already evaluated a competitor's product but had difficulty configuring and understanding the solution. His team also received little information from the evaluation.

What scenario provides the best chance for a successful IBM Security evaluation?

A. Ship a GX4004 and IBM Security SiteProtector appliance to the client's data center for evaluation.
B. Deliver product data sheets and technical manuals about IBM Security Intrusion Prevention devices to the client
C. Schedule on-site meetings with an Systems Engineer to manage the deployment and configuration of IBM Security evaluation equipment
D. Schedule a meeting with the network team to discuss IBM Security Professional Security Services offerings.

Answer: C
Explanation:

Question No : 17

Which two areas of the IBM Security Framework are mainly covered by the legacy Internet Security Systems (ISS) products?

A. People and Identity, Data and Information.
B. People and Identity, Network Server and End Point.
C. Application and Process, Network Server and End Point.
D. Data and Information. Network Server and End Point.

Answer: C
Explanation:

Question No : 18

A seller has a client with an existing IBM Security infrastructure that does not meet their requirements. How should the seller proceed in making sure the client stays loyal and happy with IBM Security?

A. Work with the IBM Sales Representative to assess the client's current infrastructure and deliver a customerworkshop.

B. Point the client to PartnerWorld and tell him about the information available for download.
C. Suggest a full Penetration Test to determine where current IBMSecurityinfrastructure is deficient.
D. Suggest an upgrade to the IBM Security GX6116 with Site Protector.

Answer: A
Explanation:

Question No : 19

Acme Corp has repeatedly struggled with a worm outbreak on its network. After addressing the issue by deploying IPS technology, the client discovers more worms that caused additional problems.

Which of the following is the best approach for this client?

A. A penetration test against all network routers.
B. Additional IBM Security GX Intrusion Prevention System devices.
C. An application security assessment.
D. An information security assessment

Answer: D
Explanation:

Question No : 20

Once IBM Security Virtual Server Protection for VMWare is deployed, is there still need for other Security solutions in the infrastructure around the ESX server?

A. No there is not because Virtual Server Protection does monitor all traffic in the hypervisor
B. Yes there is because Virtual Server Protection does not monitor all traffic in the hypervisor.
C. Yes there is because Virtual Security Protection cannot prevent threats to the hardware and systems outside of the ESX envelope
D. No there is not because Virtual Security Protection prevents all threats to the hardware and virtual network cards as well

Answer: A