700-760 Dumps

Cisco Security Architecture for Account Managers

https://www.certleader.com/700-760-dumps.html

NEW QUESTION 1
Which two Cisco products remediate network, cloud, and endpoint threats? (Choose two.)

A. Duo
B. Identity Services Engine
C. Stealthwatch
D. Cisco Security Connector
E. AMP for Endpoints

Answer: BC

Explanation:

https://www.cisco.com/c/en_ae/products/security/portfolio.html#~stickynav=2

NEW QUESTION 2
What are two ways Cisco helps customers navigate compliance issues? (Choose two.)

A. Providing identity verification
B. Securing email communications
C. Ensuring all employees have access to all files
D. Removing reporting requirements
E. Removing bureaucratic security tags

Answer: AC

NEW QUESTION 3
Which two security risks are created by legacy approaches to networking? (Choose two.)

A. network downtime
B. user vulnerability
C. access points
D. slow containment
E. large attack surface

Answer: BC

NEW QUESTION 4
How can partners leverage Cisco's award-winning resources and support to help customers?

A. Access support, services, and resources whenever needed.
B. Be the first to receive new innovations.
C. Take advantage of incentives programs.
D. Earn higher margins on each deal sold.

Answer: B

NEW QUESTION 5
What is an attribute of Cisco Talos?

A. Detection of threats communicated within 48 hours of occurrence
B. Blocks threats in real time
C. Real-time threat information
D. 3rd party applications integrated through comprehensive APIs

Answer: C

NEW QUESTION 6
What are two common seller obstacles? (Choose two.)

A. Unresponsive potential customers
B. Overcrowded portfolios
C. Complexity of solution components
D. Fragmented solutions
E. Seller competition

Answer: AD

NEW QUESTION 7
Which statement embodies trust-centric security?

A. Verify before granting access via MDM software
B. Prevent attacks via an intelligence-based policy, then detect, investigate, and remediate
C. Protect users from attacks by enabling strict security policies.

D. Verify before granting access via identity-based policies for users, devices, app
E. and locations

Answer: D

NEW QUESTION 8
What are two steps organizations must take to secure loT? (Choose two.)

A. update equipment
B. block contractors
C. remediate malfunctions
D. prevent blackouts
E. acquire subscription solutions

Answer: CE

NEW QUESTION 9
Which two areas require secure access? (Choose two.)

A. Workflow
B. Workspace
C. Workforce
D. Worktable
E. Workloads

Answer: AC

NEW QUESTION 10
In which two ways does Cisco address resource constraints for customers? (Choose two.)

A. Extended datacenter support
B. loT device hardware upgrades
C. Environment control via URL filtering and AVC
D. Enable many features via one appliance
E. Consolidated training

Answer: BE

NEW QUESTION 10
Which two types of recurring revenue sales does Cisco offer? (Choose two.)

A. Platform subscription sale
B. License sale
C. Portfolio
D. Subscription sale
E. Training

Answer: BD

NEW QUESTION 14
Which three products are Cisco Advanced Threat solutions? (Choose three.)

A. Stealthwatch
B. Web Security
C. Remote Access VPN
D. ThreatGrid
E. Advanced Malware Protection (AMP)
F. Next-Generation Firewall (NGFW)
G. Next-Generation Intrusion Prevention System (NGIPS)

Answer: ABG

NEW QUESTION 16
Which two security areas are provided by Cisco's email solutions? (Choose two.)

A. DNS-Layer Security
B. CTD & Network Analytics
C. Malware Protection
D. Identity Services
E. Cloud App Security

Answer: CD

NEW QUESTION 21
Which two benefits of flexible purchasing does Cisco provide? (Choose two.)

A. Simplify the datacenter
B. Meet immediate needs
C. Roll out more solutions
D. Plan for the future
E. Reduce training needs

Answer: AE

NEW QUESTION 26
What are two of the key benefits of the Opportunity Incentive Program? (Choose two.)

A. Supports a focus on the customer lifecycle
B. Facilitates rapid quoting to decrease time to market
C. Incentivizes partner-driven opportunity creation efforts
D. Reinforces partner demand-generation capabilities
E. Strengthens customer success management

Answer: BD

NEW QUESTION 29
Which three products are Cisco Visibility & Enforcement solutions? (Choose three.)

A. Web Security
B. AnyConnect
C. TrustSec
D. Identity Services Engine (ISE)
E. Next-Generation Firewalls (NGFW)
F. Next-Generation Intrusion Prevention System (NGIPS)
G. Advanced Malware Protection (AMP) for Endpoints

Answer: ACE

NEW QUESTION 33
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