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Vendor:Cisco

Exam Code:700-260

Exam Name:Advanced Security Architecture for
Account Manager

Version:Demo

QUESTION 1

Which technology solution can resolve the inability of a customer to properly restrict and authorize access to protected resources while still introducing new applications, devices, and business partnerships?

- A. Cisco Secure Data Center
- B. Cisco Cyber Threat Defense
- C. Cisco TrustSec
- D. Cisco Data Center Virtualization and Cloud
- E. Cisco Application Centric Infrastructure
- F. Cisco Security Intelligence Operations

Correct Answer: C

QUESTION 2

End-to-end protection and protection across the attack continuum are features that demonstrate which two Cisco business values? (Choose two.)

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

Correct Answer: BE

QUESTION 3

Which option would be the main focus of a CTO who is worried about the number of salespeople working remotely in the remote access use case?

- A. Application visibility and control
- B. URL filtering
- C. Many features on one appliance
- D. Customer choice
- E. Scalable mobile workforce solution

Correct Answer: E

QUESTION 4

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 5

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 6

Which four options are examples of Cisco network security solutions? (Choose four.)

- A. Cisco Security Manager
- B. Cisco ASA Next-Generation Firewall Services
- C. Cisco Web Security Appliance
- D. Cisco Identity Services Engine
- E. Cisco Site-to-Site VPN
- F. Cisco Email Security Appliance

G. Cisco Next-Generation Intrusion Prevention System

H. Cisco ASA Firewall Services

Correct Answer: BEGH

QUESTION 7

How does Cisco Software Volume Purchasing streamline software strategy and asset management?

A. Many solutions are offered only on one platform.

B. Customers can choose a license platform bundle that meets their needs.

C. An a la carte model is offered instead of a flexible consumption model.

D. Solutions to be added to new appliances are bundled.

Correct Answer: D

QUESTION 8

Which three features do customers receive with smart licensing? (Choose three.)

A. PAK registration

B. company specific licensing

C. easy registration

D. manual registration

E. a complete view of software, services, and devices

F. products that have to be continually adjusted

Correct Answer: DEF

QUESTION 9

Which two long-standing experiences are demonstrated by Cisco unmatched security? (Choose two.)

A. software

B. networks

C. mobile solutions

D. devices

E. security

Correct Answer: BE

QUESTION 10

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 11

How can sellers help customers during the adopt phase of the software lifecycle?

- A. Anticipate future requirements and prepare accordingly.
- B. Help customers manage their assets.
- C. Develop an activation strategy and development plan.
- D. Assist customers to become comfortable with their new software.
- E. Identify new opportunities for services.

Correct Answer: E

QUESTION 12

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

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