



Cisco

Exam 700-260

Advanced Security Architecture for Account Manager

Version: 9.0

[Total Questions: 110]

Question No : 1

Why do companies need quick-scalable secure data center visualization and cloud technology?

- A. Provisioning time for data centers has decreased from 8 weeks to 15 minutes.
- B. Competitors are gaining a 33% market share.
- C. Staff cannot keep up with newer data center technology.
- D. Administrators are allowing a growing number of BYOD devices.
- E. Management is expected to decrease IT budgets by 25%.
- F. 56% of employees who leave take private information with them.

Answer: A

Question No : 2

Which Cisco business value demonstrates features of cutting IT administrative costs and leveraging current hardware?

- A. control
- B. completeness
- C. protection
- D. flexibility
- E. cost effectiveness

Answer: E

Question No : 3

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

Answer: A,C

Question No : 4

Which two options about the security advantage program are true? (Choose two.)

- A. To have undefined security spend.
- B. It requires customized investments.
- C. Need an unlimited consumption model.
- D. It requires to have an end-of-year budget.

Answer: D

Question No : 5

Which two options are features of Cisco Enterprise License Agreements? (Choose two.)

- A. One agreement for each part of the business
- B. Short-term lifespan under one year
- C. Unforeseen costs and fees in the future
- D. Organic growth up to 20 percent
- E. Up-front pricing
- F. Limited consumption models

Answer: D,E

Question No : 6

The fact that Cisco leads the industry in Gartner's Magic Quadrants for email, web, NGIPS, and NGFW is a prime example of which Cisco differentiator?

- A. Comprehensive vision for security
- B. One solution to fit every need
- C. Unparalleled commitment
- D. Best-in-class technologies
- E. Lowest price points

Answer: D

Question No : 7

Which customer cost saver provides centralized management and automatic updates?

- A. fewer resources to manage
- B. less time scoping a breach
- C. faster integration
- D. flexible licensing

Answer: A

Question No : 8

In addition to web security and email security, which feature is a main component of the Cisco web and email security solution?

- A. DNS-layer security
- B. malware protection
- C. Next-Generation Intrusion Prevention System
- D. Next-Generation Firewall

Answer: C

Question No : 9

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

Answer: A,D,E

Question No : 10

Which Cisco value is demonstrated by the fact that Cisco advanced threat solutions block emerging and persisting threats quickly?

- A. protection
- B. control
- C. agility
- D. time-to-value
- E. flexibility
- F. scalability

Answer: A

Question No : 11

The fact that Cisco Content Security integrates seamlessly with existing security and network infrastructures is a prime example of which Cisco value?

- A. time-to-value
- B. protection
- C. control
- D. scalability
- E. flexibility
- F. agility

Answer: E

Question No : 12

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

- A. software

- B. networks
- C. mobile solutions
- D. devices
- E. security

Answer: B,E

Question No : 13

Which Cisco business value is represented by features of scalable solutions and network adaptability?

- A. protection
- B. flexibility
- C. control
- D. completeness
- E. cost effectiveness

Answer: D

Question No : 14

Which Cisco AMP component provides the details that customers need to address problems after a breach is identified?

- A. context awareness
- B. file sandboxing
- C. rapid remediation
- D. continuous analysis
- E. network control

Answer: C

Question No : 15

Which option is a prime example of the Cisco value that the Cisco policy and access solutions deliver secure connection to a constantly growing number of endpoints?

- A. flexibility
- B. protection
- C. agility
- D. scalability
- E. control
- F. time-to-value

Answer: F

Question No : 16

According to recent studies, which percentage of global companies have experienced a security breach?

- A. 5%
- B. 75%
- C. 0%
- D. 33%
- E. 100%

Answer: D

Question No : 17

In the "Advanced Protection" use case; which option is the primary concern of a CIO who is focused on advanced protection?

- A. Onboard devices quickly.
- B. Reduce vulnerabilities.
- C. Expand into new markets.
- D. Integrate solutions seamlessly

Answer: B

Question No : 18

Which Cisco technology uses global visibility and threat intelligence to update devices against the latest threats?

- A. Cisco Security Manager
- B. Cisco Security Intelligence Operations
- C. Cisco Intrusion Prevention System
- D. Cisco Web Security Appliance
- E. Cisco Advanced Malware Protection
- F. Cisco ASA Next-Generation Firewall Services

Answer: B

Question No : 19

The unmatched security that Cisco offers is demonstrated by its long-standing experience in which two options? (Choose two.)

- A. Mobile solutions
- B. Networks
- C. Software
- D. Security
- E. Devices

Answer: B,D

Question No : 20

Which Cisco technology uses global visibility and threat intelligence to update devices against the latest threats and bring customers greater network visibility and control?

- A. Cisco Intrusion Prevention System
- B. Cisco Next-Generation Firewall 1
- C. Cisco Talos Security Intelligence and Research Group
- D. Cisco Advanced Malware Protection for Endpoints
- E. Cisco Web Security 1
- F. Cisco Security Manager

Answer: C

Question No : 21

Given the award-winning resources and support that Cisco offers, with what kind of customers can partners create unique relationships?

- A. Customers who can be the first to receive new innovations
- B. Customers who can access 24-hour support around the world
- C. Customers who can earn higher margins on each deal that is sold
- D. Customers who can take advantage of incentives programs

Answer: B

Question No : 22

Which two aspects of Cisco solutions save customers money? (Choose two.)

- A. fewer resources to manage
- B. faster integration
- C. replacing current infrastructure completely
- D. 100% effectiveness
- E. lowest cost solutions
- F. incentives programs

Answer: A,B

Question No : 23

Refer to the exhibit

The exhibit is divided into two panels. The left panel, titled 'Choose the exact platform that meets immediate needs now and prepares for the future', shows four puzzle pieces representing 'Endpoint Security', 'Management Solution', 'Network Security', and 'Content Security'. Below the puzzle pieces are icons for a cloud, a target, and a server rack. Text below reads: 'Many solutions are available as either physical or virtual appliances. Licensing options allow customers to choose the functionality they need, based on the number of active endpoints on the network.' The right panel, titled 'Consolidate all of your security solution services to a single provider, and run multiple applications on one appliance', features the Cisco logo and a central 'One Appliance' icon surrounded by six security services: 'Web Usage', 'URL Filtering', 'DLP', 'Anti-Malware', 'Usage Tracking', and 'Cisco'. Text below reads: 'Customers can bundle various features in one appliance and can combine multiple solutions in a single offering. Cisco Smart Licensing provides flexible options at competitive value.'

Which customer cost saver consolidates platforms and appliances under a single provider as shown here1?

- A. easier remote access
- B. faster integration
- C. less time scoping a breach
- D. flexible licensing

Answer: D

Question No : 24

Which two options are Cisco policy and access solutions? (Choose two.)

- A. Next-Generation Intrusion Prevention System
- B. Cisco Security Manager
- C. email security
- D. web security
- E. Next-Generation Firewall
- F. Advanced Malware Protection for endpoints
- G. identity and access control
- H. remote access VPN

Answer: C,D

Question No : 25

Which solution should you suggest to a company that wants to prevent employees from inadvertently sending confidential information?

- A. Cisco ASA Firewall Services
- B. Cisco Security Manager
- C. Cisco Advanced Malware Protection
- D. Cisco Security Intelligence Operations
- E. Cisco Email Security Appliance

Answer: E

Question No : 26

What is the first stage of the Cisco software lifecycle where sellers engage with customers to create a strategy and development plan?

- A. upsell and cross sell
- B. asset management
- C. plan
- D. activate
- E. adopt
- F. renew

Answer: D

Question No : 27

Which Cisco security benefit is a differentiator that allows partners to plan and model their businesses?

- A. Comprehensive vision for security
- B. One solution to fit every need
- C. Unparalleled commitment
- D. Lowest price points
- E. Best-in-class technologies

Answer: A

Question No : 28

Which Cisco business value is represented by features of automatic updates and post-attack guidance?

- A. cost effectiveness
- B. flexibility
- C. protection
- D. completeness
- E. control

Answer: E

Question No : 29

Utilizing the Cisco software lifecycle generates which two benefits for partners? (Choose two.)

- A. Adaptable deployment
- B. Software portability
- C. Improved sales performance
- D. Cisco incentives
- E. Increased efficiencies
- F. Sales promotions
- G. Customer support

Answer: C,E

Question No : 30

Scalable solutions and network adaptability are features that demonstrate which Cisco business value?

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

Answer: B

Question No : 31

Which component of NGFW and NGIPS security is updated after an attack to help prevent threats before they encounter the network next time?

- A. Cisco Talos Security Intelligence and Research Group

- B. Cisco Next-Generation Intrusion Prevention System
- C. site-to-site VPN
- D. identity and access control
- E. Cisco Next-Generation Firewall

Answer: D

Question No : 32

Which two options benefit a partner who is selling Cisco security solutions? (Choose two.)

- A. Incentives programs
- B. Lower total cost of ownership
- C. Simplified architecture solution
- D. Opportunities for new revenue
- E. Partner referrals

Answer: C,D

Question No : 33

Why might companies need Cisco Cyber Threat Defense?

- A. They need cost-effective security management outsourcing.
- B. They have increased bandwidth needs and allow BYOD
- C. They need to add and provision servers faster than ever.
- D. They have a lack of segmented or differentiated access.
- E. They are being inundated with advanced, persistent threats.
- F. They have an infrastructure of overlapping rule sets, complex inheritance, and oversubscription

Answer: E

Question No : 34

Which component of the Cisco Application Centric Infrastructure technology solution enables centralized management for the entire solution and is a primary differentiator from the Cisco Secure Data Center virtualization and cloud?

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70-347 Dump PDF VCE	70-498 Dump PDF VCE	74-344 Dump PDF VCE	MB2-702 Dump PDF VCE
70-348 Dump PDF VCE	70-499 Dump PDF VCE	74-409 Dump PDF VCE	MB2-703 Dump PDF VCE
70-354 Dump PDF VCE	70-517 Dump PDF VCE	74-678 Dump PDF VCE	MB2-704 Dump PDF VCE
70-383 Dump PDF VCE	70-532 Dump PDF VCE	74-697 Dump PDF VCE	MB2-707 Dump PDF VCE
70-384 Dump PDF VCE	70-533 Dump PDF VCE	77-420 Dump PDF VCE	MB2-710 Dump PDF VCE
70-385 Dump PDF VCE	70-534 Dump PDF VCE	77-427 Dump PDF VCE	MB2-711 Dump PDF VCE
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300-101 Dump PDF VCE	500-801 Dump PDF VCE	648-375 Dump PDF VCE	700-701 Dump PDF VCE
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