Cisco

Exam Questions 700-760

Cisco Security Architecture for Account Managers

NEW QUESTION 1
Which two benefits of streamlined management does Cisco provide? (Choose two.)

A. Unified management across multiple services
B. Siloed systems
C. Consolidated security monitoring
D. Centralized management
E. Device access control

Answer: BE

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 three products are in Cisco's Web & Email Security portfolio? (Choose three.)

A. Meraki
B. ESA
C. Investigate
D. WSA
E. Umbrella
F. CES

Answer: BDF

NEW QUESTION 4
Which three factors should a customer consider when choosing the ideal security solution provider? (Choose three.)

A. Creates new market opportunities
B. Delivers excellent partner and customer support
C. Generates higher margins on each sale
D. Provides solutions at the lowest cost
E. Offers more than just niche products
F. Is committed to security

Answer: BEF

NEW QUESTION 5
Which component of AMP provides the details customers need to address problems after a breach is identified?

A. Rapid remediation
B. Filesandboxmg
C. Continuous analysis
D. Context awareness

Answer: A

NEW QUESTION 6
What are three main areas of the Cisco Security Portfolio? (Choose three.)

A. Firewalls
B. Advanced Threat
C. Cloud Security
D. Roaming Security
E. IoT Security
F. Voice & Collaboration

Answer: BCE

NEW QUESTION 7
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 8
In which two ways has digitization transformed today's security threat landscape? (Choose two.)

A. Expanding complexity
B. Growing ecosystem
C. Decreasing endpoint ecosystem
D. Decreasing 3rd party applications
E. Decreased access points

Answer: AB

NEW QUESTION 9
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 10
Which network security product provides a unified image on an intuitive interface?

A. Next-Generation Intrusion Prevention System
B. Advanced Malware Protection
C. Cloudlock
D. Firepower Threat Defense

Answer: B

NEW QUESTION 10
What are two factors that influence customer IoT conversations'? (Choose two)

A. Maturity
B. Detection
C. Motivation
D. Protection
E. Prevention

Answer: CE

NEW QUESTION 15
Which three products are used to secure the cloud? (Choose three.)

A. Umbrella
B. Tetration
C. NGFW
D. ESA
E. Meraki
F. Cloudlock

Answer: ABF

NEW QUESTION 18
Which two attack vectors are protected by NGFW? (Choose two.)

A. Web
B. Cloud
C. Mobile
D. Data Center
E. Email

Answer: CD

NEW QUESTION 19
Which two attack vectors are protected by Next-Generation Intrusion Prevention System (NGIPS)? (Choose two)

A. Cloud
B. Data Center
C. Corporate WAN
D. Endpoints

E. Email

Answer: CE

NEW QUESTION 20
Where do you start to achieve true network visibility?

A. Branches
B. Fabric Level
C. OT
D. IT

Answer: B

NEW QUESTION 23
What are two key Cisco IoT use cases? (Choose two.)

A. Mobile Utilities
B. Financial Institutions
C. Parks and Recreation
D. Industrial Security
E. Connected Health

Answer: BE

NEW QUESTION 24
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 28
What are two ways that Cisco helps customers balance protection and accessibility? (Choose two)

A. Leverage integrated tools and dynamic context to enforce policies
B. Reinforce device infrastructure with an extensive security portfolio
C. Provide vital training to ensure a skilled workforce.
D. Analyze user and device vulnerability.
E. Manage risk more effectively across the environment.

Answer: AC

NEW QUESTION 33
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 38
What are two common customer obstacles? (Choose two.)

A. Lack of solution integration
B. High turnover of IT professionals
C. Compliance regulations
D. Limited resources
E. Security system blackouts

Answer: CD

NEW QUESTION 42
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 47
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 49
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