



700-760^{Q&As}

Cisco Security Architecture for Account Managers

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QUESTION 1

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

Correct Answer: AD

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

Correct Answer: AC

QUESTION 3

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

Correct Answer: BD



QUESTION 4

Which two attack vectors are protected by Email Security? (Choose two.)

- A. Voicemail
- B. Mobile
- C. Email
- D. Web
- E. Cloud

Correct Answer: AC

QUESTION 5

Where do you start to achieve true network visibility?

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

Correct Answer: B

QUESTION 6

Which two products empower customers to create secure next-gen networks? (Choose two.)

- A. AMP
- B. ISE
- C. ACI
- D. SD-Access
- E. MFA

Correct Answer: BC



QUESTION 7

What are two ways Cisco addresses customers' growing business needs? (Choose two.)

- A. Multi/hybrid cloud platforms
- B. Highly-scalable DC platforms
- C. Bulletproof NGFW appliances
- D. Consolidated tracking and reporting
- E. Multiple solution deployment choices

Correct Answer: AB

QUESTION 8

What are two results of utilizing a fragmented security model? (Choose two.)

- A. Individual components pieced together to meet requirements.
- B. Decreased visibility and limited understand of security coverage.
- C. Reduced malicious file risk through additional segmentation.
- D. Decreased network accessibility through multiple applications.
- E. Increased identity controls.

Correct Answer: AE

QUESTION 9

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

Correct Answer: BD

QUESTION 10



For what does ACI provide a single point of support?

- A. automation
- B. management
- C. orchestration
- D. visibility

Correct Answer: A

QUESTION 11

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.

Correct Answer: B

QUESTION 12

Which two areas require secure access? (Choose two.)

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

Correct Answer: AC

QUESTION 13

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

Correct Answer: A

QUESTION 14

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, apps. and locations

Correct Answer: D

QUESTION 15

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

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

Correct Answer: CD

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