



Cisco

Exam Questions 700-760

Cisco Security Architecture for Account Managers

NEW 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

Answer: BC

NEW QUESTION 2

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: CE

Explanation:

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

NEW QUESTION 3

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.

Answer: AB

NEW QUESTION 4

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 5

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

- A. Email
- B. Voicemail
- C. Cloud
- D. Web
- E. Data Center

Answer: AD

NEW QUESTION 6

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 7

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

- A. Umbrella
- B. Tetration

- C. NGFW
- D. ESA
- E. Meraki
- F. Cloudlock

Answer: BCF

NEW QUESTION 8

In which two ways should companies modernize their security philosophies? (Choose two.)

- A. Reinforce their threat-centric security tactics.
- B. Decrease internal access and reporting
- C. Expand their IT departments.
- D. Rebuild their security portfolios with new solutions
- E. Complement threat-centric tactics with trust-centric methods.

Answer: DE

NEW QUESTION 9

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: BC

NEW QUESTION 10

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 10

Where do you start to achieve true network visibility?

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

Answer: B

NEW QUESTION 14

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: AB

NEW QUESTION 16

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 18

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

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

Answer: CE

NEW QUESTION 22

Which two attack vectors are protected by Visibility and Enforcement? (Choose two.)

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

Answer: AE

NEW QUESTION 24

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