Cisco

Exam Questions 700-760

Cisco Security Architecture for Account Managers

NEW QUESTION 1
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: A

NEW QUESTION 2
Which two benefits of flexible purchasing does Cisco provide? (Choose two.)

A. Simplify the datacenter
B. Meet immediate needs
C. Roll out more solutions
D. Plan for the future
E. Reduce training needs

Answer: BD

NEW QUESTION 3
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 4
What is the primary customer challenge caused by the wide variety of security solution providers on the market?

A. Finding a low-cost option
B. Determining the single best security product
C. Contacting all providers for information
D. Finding the right provider to offer the best value

Answer: D

NEW QUESTION 5
Which two products empower customers to create secure next-gen networks? (Choose two.)

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

Answer: CD

NEW QUESTION 6
Which three products are Cisco Advanced Threat solutions? (Choose three.)

A. Stealthwatch
B. Web Security
C. Remote Access VPN
D. ThreatGrid
E. Advanced Malware Protection (AMP)
F. Next-Generation Firewall (NGFW)
G. Next-Generation Intrusion Prevention System (NGIPS)

Answer: ADE

NEW QUESTION 7
Which two attack vectors are protected by NGFW? (Choose two.)

A. Web
B. Cloud

C. Mobile
D. Data Center
E. Email

Answer: BD

NEW QUESTION 8
What are two steps organizations must take to secure IoT? (Choose two.)

A. update equipment
B. block contractors
C. remediate malfunctions
D. prevent blackouts
E. acquire subscription solutions

Answer: AC

NEW QUESTION 9
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 10
What does remote access use to verify identity?

A. MFA
B. Remote Access VPN
C. Agents
D. AMP for Endpoints

Answer: B

NEW QUESTION 10
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: AB

NEW QUESTION 14
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 15
Which two elements does Tetration provide for security posture and traffic analysis? (Choose two.)

A. Device updates
B. App process information
C. App access control
D. App dependency map
E. Hardware packages

Answer: BD

NEW QUESTION 20
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 22
Which two products are involved in discovering, classifying, and verifying profiles? (Choose two.)

A. Advanced Malware Protection
B. Identity Services Engine
C. Industrial Network Director
D. Cisco Security Connector
E. Duo

Answer: AB

NEW QUESTION 23
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: BCD

NEW QUESTION 24
Which are two reasons perimeter-based network security is no longer sufficient? (Choose two)

A. more vulnerabilities
B. more IT professionals
C. more networks
D. more devices
E. more users

Answer: DE

NEW QUESTION 27
Where do you start to achieve true network visibility?

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

Answer: B

NEW QUESTION 32
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 36
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: AD

NEW QUESTION 38
Which two security areas are part of Cisco's web solutions? (Choose two.)

A. URL Filtering
B. Web Security
C. Email Security
D. Identity & Access Control
E. Malware Protection

Answer: AB

NEW QUESTION 40
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 42
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 45
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