

Exam Questions 700-760

Cisco Security Architecture for Account Managers

<https://www.2passeasy.com/dumps/700-760/>



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

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 3

For what does ACI provide a single point of support?

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

Answer: D

NEW QUESTION 4

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: AB

NEW QUESTION 5

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: AD

NEW QUESTION 6

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 7

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 8

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

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

Answer: AC

NEW QUESTION 9

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 10

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 10

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 13

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

Answer: BE

NEW QUESTION 14

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 17

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 22

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 23

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

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

Answer: BC

NEW QUESTION 27

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 31

In which two ways does Cisco address resource constraints for customers? (Choose two.)

- A. Extended datacenter support
- B. IoT device hardware upgrades
- C. Environment control via URL filtering and AVC
- D. Enable many features via one appliance
- E. Consolidated training

Answer: CD

NEW QUESTION 33

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 34

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 37

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

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

Answer: CE

NEW QUESTION 40

Which two products are involved in granting safe access to apps? (Choose two.)

- A. ACI
- B. Identify Services Engine
- C. TrustSec
- D. Duo
- E. SD-Access

Answer: BD

NEW QUESTION 41

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 47

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