



700-260^{Q&As}

Advanced Security Architecture for Account Manager

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QUESTION 1

Which two options benefit a partner who is selling Cisco security solutions? (Choose two.)

- A. Incentives programs
- B. Lower total cost of ownership
- C. Simplified architecture solution
- D. Opportunities for new revenue
- E. Partner referrals

Correct Answer: CD

QUESTION 2

Which is a prime example of a Cisco differentiator as Cisco leads the industry in email/web security, network access: and is the number one market share in network security?

- A. best-in-class technologies
- B. lowest price points
- C. comprehensive vision for security
- D. unparalleled commitment
- E. one solution to fit every need

Correct Answer: A

QUESTION 3

Which Cisco business value is represented by features of increased employee productivity, confidence in data confidentiality, and increased visibility?

- A. protection
- B. completeness
- C. cost effectiveness
- D. control
- E. flexibility

Correct Answer: D



QUESTION 4

Which feature of web and email security enables administrators to block Facebook videos but allow posts and message?

- A. centralized management and reporting
- B. encryption
- C. dynamic content analysis
- D. application visibility and control

Correct Answer: A

QUESTION 5

At which point during the attack continuum does a customer experience limited remediation tools?

- A. Across the entire continuum
- B. During
- C. Before
- D. After

Correct Answer: A

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