



# 700-260<sup>Q&As</sup>

Advanced Security Architecture for Account Manager

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### QUESTION 1

Why do companies need quick-scalable secure data center visualization and cloud technology?

- A. Provisioning time for data centers has decreased from 8 weeks to 15 minutes.
- B. Competitors are gaining a 33% market share.
- C. Staff cannot keep up with newer data center technology.
- D. Administrators are allowing a growing number of BYOD devices.
- E. Management is expected to decrease IT budgets by 25%.
- F. 56% of employees who leave take private information with them.

Correct Answer: A

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### QUESTION 2

What is the first stage of the Cisco software lifecycle where sellers engage with customers to create a strategy and development plan?

- A. upsell and cross sell
- B. asset management
- C. plan
- D. activate
- E. adopt
- F. renew

Correct Answer: D

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### QUESTION 3

Which option is the primary reason that companies need Cisco Cyber Threat Defense?

- A. They need cost-effective security management outsourcing.
- B. They have a lack of segmented or differentiated access.
- C. They need to add and provision servers faster than ever.
- D. They have increased bandwidth needs and allow BYOD.
- E. They are being inundated with advanced persistent threats.



Correct Answer: E

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#### QUESTION 4

Scalable solutions and network adaptability are features that demonstrate which Cisco business value?

- A. Completeness
- B. Flexibility
- C. Control
- D. Protection
- E. Cost effectiveness

Correct Answer: B

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#### QUESTION 5

The current comprehensive framework solutions that Cisco offers are divided into which three categories? (Choose three.)

- A. Data center security
- B. Cloud security
- C. Content security
- D. Network security
- E. Access security
- F. Internet security
- G. Advanced malware protection

Correct Answer: CDE

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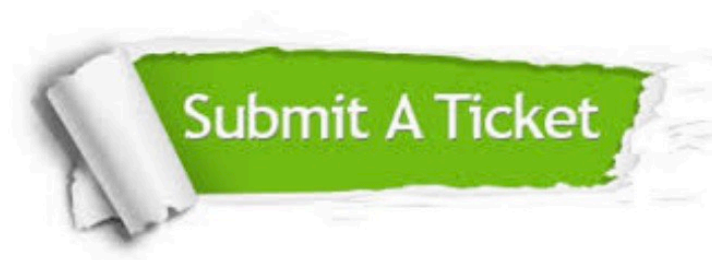
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