



700-265^{Q&As}

Cisco Advanced Security Architecture for Account Managers

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QUESTION 1

Which three options must a customer look for when choosing a security solution provider? (Choose three.)

- A. delivers better partner and customer support
- B. offers more than just niche products
- C. is committed to security
- D. generates higher margins on each sale
- E. provides solutions at the lowest cost
- F. prioritizes one security solution above all else
- G. creates new market opportunities

Correct Answer: ABC

QUESTION 2

Which two options are solutions and features of the email threat-centric solution? (Choose two.)

- A. additional email security
- B. DNS-Layer Security
- C. CTD and Network Analytics
- D. Advanced Malware Protection
- E. Cloud App Security

Correct Answer: BC

Explanation: <http://www.intersecthealth.net/Threat-Centric.html>

QUESTION 3

Which option describes how partners can help customers using their unique relationship with Cisco award-winning resources and support?

- A. Be the first to receive new innovations
- B. Take advantage of incentives programs
- C. Access 24-hour support around the world
- D. Earn higher margins on each deal sold



Correct Answer: C

QUESTION 4

Which two actions must partners do during the asset management phase of the software lifecycle? (Choose two.)

- A. Create deep analytics and customized reports about license optimization.
- B. Develop a new strategy based on expected needs.
- C. Track utilization rates to understand current license efficacy
- D. Help customers understand how new infrastructure is superior.
- E. Offer activation services.

Correct Answer: AC

Explanation: <https://www.cisco.com/c/en/us/services/technical/asset-management.html#~:stickynav=2>

QUESTION 5

Which three features do customers get with smart license? (Choose three.)

- A. PAK registration
- B. company specific licensing
- C. easy registration
- D. manual registration
- E. a complete view of software, services, and devices
- F. products that have to be continually adjusted

Correct Answer: BCE

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