700-295 Q&As

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QUESTION 1

What is the best sales approach for next-generation IPS?

A. service providers

B. data center

C. compliance and Snort conversion

D. hardware refresh and organizations that have suffered a breach

Correct Answer: D

QUESTION 2

Which Gartner rating has set the Cisco next-generation IPS solution apart from competing products for the past 8 years?

A. visionary

B. leader

C. challenger

D. niche player

Correct Answer: A

QUESTION 3

Which is the highest qualified next-generation IPS opportunity?

A. technology refresh

B. MSSP sell-through

C. SNORT conversion

D. compliance

Correct Answer: A

QUESTION 4

Retrospective security is unique to which vendor?

A. McAfee

B. Palo Alto Networks

C. Checkpoint

D. Cisco

Correct Answer: D

QUESTION 5

Which three initial qualifying questions should you ask a customer when discussing malware with regard to Cisco AMP? (Choose three.)

A. How many mobile workers do you have?

B. Do you have repeat infections?

C. How do you respond to malware?

D. Do you have malware in your organization?

E. Which signatures are enabled on your IPS?

F. What is your network access control policy?

Correct Answer: BCD

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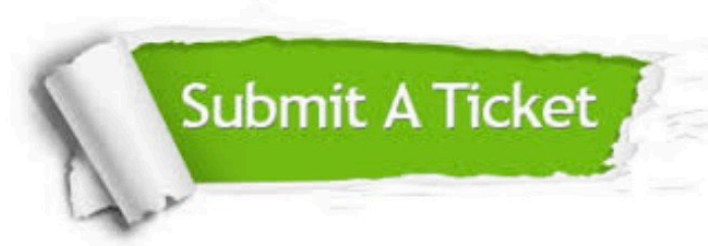Multi-Platform capabilities - Windows, Mac, Android, iPhone, iPod, iPad, Kindle

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