



700-760^{Q&As}

Cisco Security Architecture for Account Managers

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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

Correct Answer: AD

QUESTION 2

Which two aspects of Cisco solutions save customers money? (Choose two.)

- A. fewer resources to manage
- B. faster integration
- C. replacing current infrastructure completely
- D. 100% effectiveness

Correct Answer: AB

QUESTION 3

In which two ways has digitization transformed today's security threat landscape? (Choose two.)

- A. Expanding complexity
- B. Growing ecosystem
- C. Decreasing endpoint ecosystem
- D. Decreasing 3rd party applications
- E. Decreased access points

Correct Answer: AB

QUESTION 4

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.

Correct Answer: AD

QUESTION 5

What are two key Cisco IoT use cases? (Choose two.)

- A. Mobile Utilities
- B. Financial Institutions
- C. Parks and Recreation
- D. Industrial Security
- E. Connected Health

Correct Answer: BE

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