700-760^{Q&As}

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Cisco Security Architecture for Account Managers

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QUESTION 1

What are two common customer obstacles? (Choose two.)

A. Lack of solution integration

B. High turnover of IT professionals

C. Compliance regulations

D. Limited resources

E. Security system blackouts

Correct Answer: CD

QUESTION 2

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 3

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 4

What are two factors that influence customer IoT conversations\\'? (Choose two)

A. Maturity

B. Detection

C. Motivation

D. Protection

E. Prevention

Correct Answer: CE

QUESTION 5

What is used to reduce attack surfaces?

A. Access

B. Remediation

C. Segmentation

D. Device trust

Correct Answer: B