



700-260^{Q&As}

Advanced Security Architecture for Account Manager

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QUESTION 1

Which two options benefit a partner who is selling Cisco security solutions? (Choose two.)

- A. Incentives programs
- B. Lower total cost of ownership
- C. Simplified architecture solution
- D. Opportunities for new revenue
- E. Partner referrals

Correct Answer: CD

QUESTION 2

Which Cisco security benefit is a differentiator that allows partners to plan and model their businesses?

- A. Comprehensive vision for security
- B. One solution to fit every need
- C. Unparalleled commitment
- D. Lowest price points
- E. Best-in-class technologies

Correct Answer: A

QUESTION 3

In the "Advanced Protection" use case: at which stage of the threat continuum does a challenge due to inconsistent threat containment tools occur?

- A. during
- B. before
- C. along the entire attack continuum
- D. after

Correct Answer: C

QUESTION 4



Which customer cost saver leverages current infrastructures without buying new appliances and avoids lengthy customizations?

- A. faster integration
- B. fewer resources to manage
- C. flexible licensing
- D. less time scoping a breach

Correct Answer: A

QUESTION 5

Which three options are the three primary concerns of a company that wants to expand data center security to the cloud? (Choose three.)

- A. device incompatibility
- B. poor remote access
- C. no data center scalability
- D. siloed security solutions
- E. limited security
- F. inconsistent protection

Correct Answer: ADF

QUESTION 6

The fact that Cisco Content Security integrates seamlessly with existing security and network infrastructures is a prime example of which Cisco value?

- A. time-to-value
- B. protection
- C. control
- D. scalability
- E. flexibility
- F. agility

Correct Answer: E



QUESTION 7

Which Cisco business value is represented by features of increased employee productivity, confidence in data confidentiality, and increased visibility?

- A. protection
- B. completeness
- C. cost effectiveness
- D. control
- E. flexibility

Correct Answer: D

QUESTION 8

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

- A. Delivers better partner and customer support
- B. Generates higher margins on each sale
- C. Creates new market opportunities
- D. Offers more than just niche products
- E. Is committed to security
- F. Provides solutions at the lowest cost
- G. Prioritizes one security solution above all else

Correct Answer: ADE

QUESTION 9

In addition to protection, control, and flexibility, which two business values are included in Cisco value propositions? (Choose two.)

- A. Low cost
- B. Completeness
- C. Cost effectiveness
- D. Scalability
- E. Integration

Correct Answer: BC



QUESTION 10

Which two options are Cisco policy and access solutions? (Choose two.)

- A. Next-Generation Intrusion Prevention System
- B. Cisco Security Manager
- C. email security
- D. web security
- E. Next-Generation Firewall
- F. Advanced Malware Protection for endpoints
- G. identity and access control
- H. remote access VPN

Correct Answer: CD

QUESTION 11

When security providers leave the market or reach end-of life, which option is the benefit of Cisco security solutions?

- A. stability
- B. familiarity
- C. cost
- D. robustness
- E. functionality

Correct Answer: A

QUESTION 12

Increased employee productivity, confidence in data confidentiality, and increased visibility are features that demonstrate which Cisco business value?

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



E. Completeness

Correct Answer: C

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