



700-260^{Q&As}

Advanced Security Architecture for Account Manager

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QUESTION 1

Which option would be the main focus of a CTO who is worried about the number of salespeople working remotely in the remote access use case?

- A. Application visibility and control
- B. URL filtering
- C. Many features on one appliance
- D. Customer choice
- E. Scalable mobile workforce solution

Correct Answer: E

QUESTION 2

Cisco web and email security integrates seamlessly with existing security and network infrastructures. Of which Cisco value is this fact a prime example?

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

Correct Answer: C

QUESTION 3

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 4

Which option would be a primary security concern of a large, growing corporation that is trying to scale its data center growth with its growing business in the secure data center use case?

- A. Inexperienced IT staff
- B. Lack of scalable and flexible security options
- C. No employee remote access
- D. Lack of device variability

Correct Answer: B

QUESTION 5

Which four options are Cisco industry differentiators? (Choose four.)

- A. Uncontested threat blocking
- B. Best-in-class technologies
- C. Lowest price
- D. Unparalleled commitment to security
- E. Largest selection of security solutions
- F. Unmatched support and services
- G. Comprehensive vision for security

Correct Answer: BDFG

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