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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