



700-551^{Q&As}

Express Security for Account Managers

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QUESTION 1

What are the three key issues that customers with compliance standards issues are dealing with? (Choose three.)

- A. Lack of access policies
- B. Government controlled security
- C. E-mail exposure
- D. Device incompatibility
- E. Malware attacks
- F. Network visibility

Correct Answer: ADF

QUESTION 2

How does Cisco's Policy and Access solution handle a changing user base in a growing company?

- A. Cisco Talos Security Intelligence and Research Group integrates into all security solutions, providing advanced protection against new threats
- B. Cisco's architecture offers the lowest TCO by providing products that integrate, lowering the cost of IT setup, management, and maintenance
- C. Cisco delivers centralized policy management that grants user access with easily configured policies
- D. Cisco provides you the ability to monitor and restrict application usage

Correct Answer: C

QUESTION 3

What is a great option for new customers within Platform Selling?

- A. Platform sale
- B. License sale
- C. Platform subscription sale
- D. Appliance sale

Correct Answer: B

QUESTION 4



Which are three small budget customer concerns? (Choose three.)

- A. Budget is controlled by sales
- B. Licenses are too cheap
- C. Multiple devices are leaving a gap in security
- D. Products are not packages together
- E. Solutions are not prioritized to threats
- F. Security budget has been decreasing

Correct Answer: ACF

QUESTION 5

Which three are key points from the Threat-Centric module? (Choose three)

- A. The Cisco Security Portfolio provide security across the entire business environment
- B. Cisco Security provides direct, simple, and balanced detection by driving customer outcomes
- C. Customers are searching for security answers without interrupting productivity
- D. Cisco Security is the #1 threat model
- E. Cisco Security provides flexible, simple, and integrated advanced threat detection, through a multilayered approach
- F. An ineffective security solution can help overcome ever-growing security challenges

Correct Answer: BDE

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