



700-260^{Q&As}

Advanced Security Architecture for Account Manager

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QUESTION 1

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 2

What is the first stage of the Cisco software lifecycle where sellers engage with customers to create a strategy and development plan?

- A. upsell and cross sell
- B. asset management
- C. plan
- D. activate
- E. adopt
- F. renew

Correct Answer: D

QUESTION 3

Reputation analysis and recommended remediation steps are examples of which customer cost saver?

- A. Flexible licensing
- B. Faster integration
- C. Fewer resources to manage
- D. Less time scoping a breach

Correct Answer: D



QUESTION 4

Which Cisco technology uses global visibility and threat intelligence to update devices against the latest threats?

- A. Cisco Security Manager
- B. Cisco Security Intelligence Operations
- C. Cisco Intrusion Prevention System
- D. Cisco Web Security Appliance
- E. Cisco Advanced Malware Protection
- F. Cisco ASA Next-Generation Firewall Services

Correct Answer: B

QUESTION 5

Which is a prime example of a Cisco differentiator as Cisco leads the industry in email/web security, network access: and is the number one market share in network security?

- A. best-in-class technologies
- B. lowest price points
- C. comprehensive vision for security
- D. unparalleled commitment
- E. one solution to fit every need

Correct Answer: A

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