



700-260^{Q&As}

Advanced Security Architecture for Account Manager

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QUESTION 1

Which two long-standing experiences are demonstrated by Cisco unmatched security? (Choose two.)

- A. software
- B. networks
- C. mobile solutions
- D. devices
- E. security

Correct Answer: BE

QUESTION 2

Which ability is an important benefit of the Cisco limited budget solution for small businesses in the "Small Business" use case?

- A. leverage file reputation
- B. provide customer choice
- C. secure device connectivity
- D. enable many features with one appliance
- E. ensure compliance

Correct Answer: C

QUESTION 3

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 4

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 5

Which Cisco business value demonstrates features of cutting IT administrative costs and leveraging current hardware?

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

Correct Answer: E

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