



700-265^{Q&As}

Cisco Advanced Security Architecture for Account Managers

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QUESTION 1

Which option describes how partners can help customers using their unique relationship with Cisco award-winning resources and support?

- A. Be the first to receive new innovations
- B. Take advantage of incentives programs
- C. Access 24-hour support around the world
- D. Earn higher margins on each deal sold

Correct Answer: C

QUESTION 2

Which two options are issues that customers with compliance standards issues are dealing with? (Choose two)

- A. Device incompatibility
- B. Lack of access policies
- C. Malware attacks
- D. Email exposure
- E. Inconsistent oversight

Correct Answer: AB

QUESTION 3

Which three options does Cisco provide to customers for complete protection against current security threat? (choose three)

- A. Threat-centric defense
- B. Sporadic application analysis
- C. Accelerated threat identification
- D. Enhanced remediation
- E. Accelerated threat identification
- F. Manual security intelligence updates

Correct Answer: ACDE



QUESTION 4

Which two Cisco business values demonstrate features of end-to-end protection and protection across the attack continuum? (Choose two.)

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

Correct Answer: CD

QUESTION 5

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

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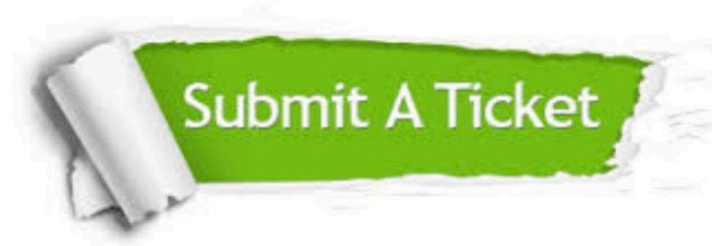
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