# 700-760<sup>Q&As</sup>

Cisco Security Architecture for Account Managers

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**QUESTION 1**

In which two ways has digitization transformed today\\'s security threat landscape? (Choose two.)

A. Expanding complexity

B. Growing ecosystem

C. Decreasing endpoint ecosystem

D. Decreasing 3rd party applications

E. Decreased access points

Correct Answer: AB

**QUESTION 2**

How can partners leverage Cisco\\'s award-winning resources and support to help customers?

A. Access support, services, and resources whenever needed.

B. Be the first to receive new innovations.

C. Take advantage of incentives programs.

D. Earn higher margins on each deal sold.

Correct Answer: B

**QUESTION 3**

Which Cisco value is demonstrated by the fact that Cisco advanced threat solutions block emerging and persisting threats quickly?

A. protection

B. agility

C. time-to-value

D. scalability

Correct Answer: A

**QUESTION 4**

What are two common seller obstacles? (Choose two.)

A. Unresponsive potential customers

B. Overcrowded portfolios

C. Complexity of solution components

D. Fragmented solutions

E. Seller competition

Correct Answer: AD

QUESTION 5

Which statement embodies trust-centric security?

A. Verify before granting access via MDM software

B. Prevent attacks via an intelligence-based policy, then detect, investigate, and remediate

C. Protect users from attacks by enabling strict security policies.

D. Verify before granting access via identity-based policies for users, devices, apps. and locations

Correct Answer: D