

Exam Questions 700-760

Cisco Security Architecture for Account Managers

<https://www.2passeasy.com/dumps/700-760/>



NEW QUESTION 1

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

Answer: BC

NEW 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.

Answer: A

NEW QUESTION 3

For what does ACI provide a single point of support?

- A. automation
- B. management
- C. orchestration
- D. visibility

Answer: D

NEW QUESTION 4

What are two steps customers can take to evolve to a trust-centric security philosophy? (Choose two.)

- A. Limit internal access to networks.
- B. Require and install agents on mobile devices.
- C. Always verify and never trust everything inside and outside the perimeter.
- D. Block BYOD devices.
- E. Only grant access to authorized users and devices.

Answer: CE

NEW QUESTION 5

What are two ways that Cisco helps customers balance protection and accessibility? (Choose two)

- A. Leverage integrated tools and dynamic context to enforce policies
- B. Reinforce device infrastructure with an extensive security portfolio
- C. Provide vital training to ensure a skilled workforce.
- D. Analyze user and device vulnerability.
- E. Manage risk more effectively across the environment.

Answer: AB

NEW QUESTION 6

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

- A. Lack of solution integration
- B. High turnover of IT professionals
- C. Compliance regulations
- D. Limited resources
- E. Security system blackouts

Answer: AD

NEW QUESTION 7

Which two Cisco products remediate network, cloud, and endpoint threats? (Choose two.)

- A. Duo
- B. Identity Services Engine
- C. Stealthwatch
- D. Cisco Security Connector
- E. AMP for Endpoints

Answer: CE

Explanation:

https://www.cisco.com/c/en_ae/products/security/portfolio.html#~stickynav=2

NEW QUESTION 8

What is the primary customer challenge caused by the wide variety of security solution providers on the market?

- A. Finding a low-cost option
- B. Determining the single best security product
- C. Contacting all providers for information
- D. Finding the right provider to offer the best value

Answer: D

NEW QUESTION 9

What are two results of utilizing a fragmented security model? (Choose two.)

- A. Individual components pieced together to meet requirements.
- B. Decreased visibility and limited understand of security coverage.
- C. Reduced malicious file risk through additional segmentation.
- D. Decreased network accessibility through multiple applications.
- E. Increased identity controls.

Answer: AB

NEW QUESTION 10

What are two steps organizations must take to secure IoT? (Choose two.)

- A. update equipment
- B. block contractors
- C. remediate malfunctions
- D. prevent blackouts
- E. acquire subscription solutions

Answer: AC

NEW QUESTION 10

What are two ways Cisco addresses customers' growing business needs? (Choose two.)

- A. Multi/hybrid cloud platforms
- B. Highly-scalable DC platforms
- C. Bulletproof NGFW appliances
- D. Consolidated tracking and reporting
- E. Multiple solution deployment choices

Answer: BE

NEW QUESTION 15

What does remote access use to verify identity?

- A. MFA
- B. Remote Access VPN
- C. Agents
- D. AMP for Endpoints

Answer: B

NEW QUESTION 17

What are two key Cisco IoT use cases? (Choose two.)

- A. Mobile Utilities
- B. Financial Institutions
- C. Parks and Recreation
- D. Industrial Security
- E. Connected Health

Answer: DE

NEW QUESTION 18

In which two ways should companies modernize their security philosophies? (Choose two.)

- A. Reinforce their threat-centric security tactics.
- B. Decrease internal access and reporting
- C. Expand their IT departments.
- D. Rebuild their security portfolios with new solutions
- E. Complement threat-centric tactics with trust-centric methods.

Answer: DE

NEW QUESTION 21

Which two attack vectors are protected by Remote Access VPN? (Choose two.)

- A. Cloud
- B. Campus & Branch
- C. Voicemail
- D. Mobile
- E. Email

Answer: BD

NEW QUESTION 24

Which component of AMP provides the details customers need to address problems after a breach is identified?

- A. Rapid remediation
- B. Filesandboxmg
- C. Continuous analysis
- D. Context awareness

Answer: A

NEW QUESTION 28

Which two products are involved in discovering, classifying, and verifying profiles? (Choose two.)

- A. Advanced Malware Protection
- B. Identity Services Engine
- C. Industrial Network Director
- D. Cisco Security Connector
- E. Duo

Answer: AB

NEW QUESTION 32

Where do you start to achieve true network visibility?

- A. Branches
- B. Fabric Level
- C. OT
- D. IT

Answer: B

NEW QUESTION 36

What are two ways Cisco helps customers navigate compliance issues? (Choose two.)

- A. Providing identity verification
- B. Securing email communications
- C. Ensuring all employees have access to all files
- D. Removing reporting requirements
- E. Removing bureaucratic security tags

Answer: AB

NEW QUESTION 38

Which two benefits of streamlined management does Cisco provide? (Choose two.)

- A. Unified management across multiple services
- B. Siloed systems
- C. Consolidated security monitoring
- D. Centralized management
- E. Device access control

Answer: AD

NEW QUESTION 40

Which two security areas are part of Cisco's web solutions? (Choose two.)

- A. URL Filtering
- B. Web Security
- C. Email Security
- D. Identity & Access Control
- E. Malware Protection

Answer: AB

NEW QUESTION 42

What is an attribute of Cisco Talos?

- A. Detection of threats communicated within 48 hours of occurrence
- B. Blocks threats in real time
- C. Real-time threat information
- D. 3rd party applications integrated through comprehensive APIs

Answer: C

NEW QUESTION 47

Which two areas require secure access? (Choose two.)

- A. Workflow
- B. Workspace
- C. Workforce
- D. Worktable
- E. Workloads

Answer: CE

NEW QUESTION 48

Which two security areas are provided by Cisco's email solutions? (Choose two.)

- A. DNS-Layer Security
- B. CTD & Network Analytics
- C. Malware Protection
- D. Identity Services
- E. Cloud App Security

Answer: CD

NEW QUESTION 50

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