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Exam : **700-260**

Title : Advanced Security
Architecture for Account
Manager

Vendor : Cisco

Version : DEMO

NO.1 Which option is the primary challenge that customers face due to the wide variety of security solution providers on the market?

- A. finding a low-cost option
- B. contacting all providers for information
- C. choosing the right provider
- D. determining the single best security product

Answer: C

NO.2 How can sellers help customers during the adopt phase of the software lifecycle?

- A. Anticipate future requirements and prepare accordingly.
- B. Help customers manage their assets.
- C. Develop an activation strategy and development plan.
- D. Assist customers to become comfortable with their new software.
- E. Identify new opportunities for services.

Answer: E

NO.3 Which option is the primary reason that companies need Cisco Cyber Threat Defense?

- A. They need cost-effective security management outsourcing.
- B. They have a lack of segmented or differentiated access.
- C. They need to add and provision servers faster than ever.
- D. They have increased bandwidth needs and allow BYOD.
- E. They are being inundated with advanced persistent threats.

Answer: E

NO.4 Utilizing the Cisco software lifecycle generates which two benefits for partners? (Choose two.)

- A. Adaptable deployment
- B. Software portability
- C. Improved sales performance
- D. Cisco incentives
- E. Increased efficiencies
- F. Sales promotions
- G. Customer support

Answer: C,E

NO.5 Which Cisco Advanced Threat Solution technology is recommended to a company who wants continuous scanning of files to help detect and prevent malicious threats?

- A. Cisco TrustSec
- B. Cisco Next-Generation Firewall
- C. Cisco Stealthwatch
- D. Cisco Advanced Malware Protection
- E. cognitive threat analytics

Answer: B

NO.6 Which Cisco security technology delivers the best real-time threat intelligence?

- A. Cisco Security Intelligence Operations
- B. Cisco ASA Next-Generation Firewall Services
- C. Cisco Identity Services Engine

- D. Cisco Security Manager
- E. Cisco TrustSec

Answer: A

NO.7 Which Cisco value is demonstrated by the fact that Cisco advanced threat solutions block emerging and persisting threats quickly?

- A. protection
- B. control
- C. agility
- D. time-to-value
- E. flexibility
- F. scalability

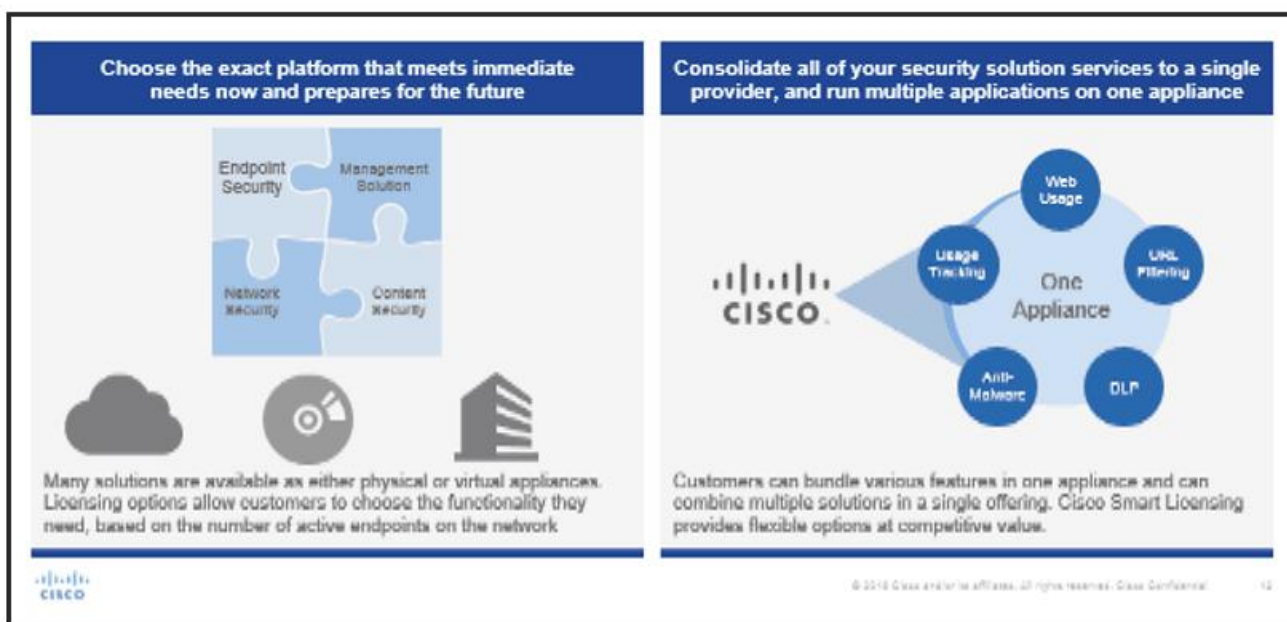
Answer: A

NO.8 Which four options are Cisco industry differentiators? (Choose four.)

- A. Uncontested threat blocking
- B. Best-in-class technologies
- C. Lowest price
- D. Unparalleled commitment to security
- E. Largest selection of security solutions
- F. Unmatched support and services
- G. Comprehensive vision for security

Answer: B,D,F,G

NO.9 Refer to the exhibit



Which customer cost saver consolidates platforms and appliances under a single provider as shown here?

- A. easier remote access
- B. faster integration
- C. less time scoping a breach
- D. flexible licensing

Answer: D

NO.10 Which three features, most related to the "Advanced Protection" use case, are designed to reduce vulnerabilities while keeping the existing security investment? (Choose three.)

- A. advanced content filters
- B. scalable data center platforms
- C. intrusion protection
- D. customer choice
- E. file retrospection
- F. cloud storage capabilities
- G. flexible deployment options

Answer: C,E,F