Cisco

Exam Questions 700-265

Cisco Advanced Security Architecture for Account Managers
NEW QUESTION 1
Which two aspects of Cisco solutions save customers money? (Choose two.)

- A. 100 percent effectiveness
- B. Faster integration
- C. Fewer resources to manage
- D. Lowest-cost solutions
- E. Incentives programs
- F. Complete replacement of current infrastructure

Answer: BC

NEW QUESTION 2
Which two attack vectors are protected by malware protection? (Choose two.)

- A. mobile
- B. campus and branch
- C. email
- D. cloud apps
- E. voicemail

Answer: ABC

NEW QUESTION 3
In addition to protection, control, and flexibility, which two business values are included in Cisco value propositions? (Choose two.)

- A. Support
- B. Completeness
- C. Cost effectiveness
- D. Scalability
- E. Integration

Answer: BC

NEW QUESTION 4
Which two options are solutions and features of the campus and branch threat-centric solution? (Choose two.)

- A. NGFW and NGIPS
- B. file retrospection and trajectory
- C. enabled and protected investments
- D. behavioral indication of compromise
- E. network analytics

Answer: CE

NEW QUESTION 5
Which three points from the Threat-Centric module are true? (Choose three.)

- A. Cisco Security provides direct, simple, and balanced detection by driving customer outcomes.
- B. An effective security solution can help overcome ever-growing security challenges.
- C. The Cisco Security Portfolio provides security across the entire business environment.
- D. Customers require inexpensive security solutions
- E. Customers are searching for security answers without interrupting productivity.
- F. Cisco Security provides flexible, simple, and integrated advanced threat defection, through a multilayered approach.

Answer: ACF

NEW QUESTION 6
Which primary customer challenge is brought by the wide variety of security solution providers on the market?

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

Answer: A

NEW QUESTION 7
Which application works with customers to eliminate security gaps and ensure safe data access and storage in the cloud across devices?

- A. AnyConnect
- B. Cloudlock
- C. Stealthwatch
- D. TrustSec
- E. AMP Threat Grid

Answer: A
F. Next Generation Firewall

Answer: C

NEW QUESTION 8
Why do partners often have a hard time selling their new security solutions to customers?

A. Customers have antiquated solutions.
B. Customers show a lack of concern over malware and threats.
C. Customers boast completely secure environments.
D. Customers have overcrowded portfolios of security solutions from multiple vendors.

Answer: D

NEW QUESTION 9
Which three options does Cisco provide to customers for complete protection against current security threats? (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

Answer: ACDE

NEW QUESTION 10
How does the Cisco policy and access solution handle a changing user base in a growing company?

A. Cisco delivers a flexible and scalable security solution framework that can adapt to changing customer needs
B. Cisco architecture offers the lowest TCO by providing products that integrate, which lowers the cost of IT setup, management, and maintenance. Cisco Talos Security Intelligence and Research Group integrates into all security solutions, which provides advanced protection against new threats.
C. Cisco provides you the ability to monitor and restrict application usage
D. As applications become more complex, Cisco provides the flexibility to control all or subsets of the application.

Answer: A

NEW QUESTION 11
Which two options are Cisco policy and access solutions? (Choose two.)

A. Next-Generation Intrusion Prevention System
B. AnyConnect
C. email security
D. web security
E. Next-Generation Firewall
F. identity service engine

Answer: BF

NEW QUESTION 12
Which two benefits do partners gain when they use the software lifecycle? (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: CE

NEW QUESTION 13
Which issue are you dealing with if a customer has different user groups that need distinct levels of access to data?

A. limited mobility
B. growing business
C. vulnerable cloud
D. small budget
E. compliance issue

Answer: E

NEW QUESTION 14
Which NGFW appliance do you use if your customer is a small business that requires multilayered protection and task automation?
A. ASA4100 Series  
B. FirePower 3100 Series  
C. Cisco 4000 Series NGIPS  
D. ASA5500-X with FirePOWER  
E. Cisco 500 Series ISR

Answer: D

NEW QUESTION 15
Which issue do customers with vulnerable cloud issues deal with (choose three)

A. invisible employee apps usage  
B. appropriate level of access  
C. solution that does not extend to cloud  
D. lack of protection from cloud apps  
E. complex mobile management  
F. expensive malware attacks

Answer: ACD

NEW QUESTION 16
Which two benefit of a partner selling Cisco security solutions are true? (Choose two.)

A. Incentives programs  
B. Lower total cost of ownership  
C. Simplified architecture solution  
D. Opportunities for new revenue  
E. Partner referrals

Answer: CD

NEW QUESTION 17
Which three options are solutions and features of the cloud apps threat-centric solution? (Choose three.)

A. Cloud App Security  
B. CTD and Network Analytics  
C. remote access VPN  
D. accelerated threat response  
E. complete policy management  
F. cloud data loss prevention

Answer: ADF

NEW QUESTION 18
Which two options are attack vectors protected by DNS-layer security? (Choose two.)

A. voicemail  
B. virtual machines  
C. Linux OS  
D. email  
E. web

Answer: DE

NEW QUESTION 19
On average, how much do network attacks cost?

A. $300K  
B. $50K  
C. $500k  
D. $300B

Answer: A

NEW QUESTION 20
Which Cisco business values are demonstrated by cutting IT administrative costs and leveraging current hardware?

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

Answer: E
NEW QUESTION 21

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