

700-260^{Q&As}

Advanced Security Architecture for Account Manager

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QUESTION 1

Which feat	ure of web	o security offer	s customers t	threat protect	ion bet	fore an attack?
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- A. file retrospection
- B. response and remediation
- C. URL filtering
- D. file sandboxing

Correct Answer: A

QUESTION 2

Given the award-winning resources and support that Cisco offers, with what kind of customers can partners create unique relationships?

- A. Customers who can be the first to receive new innovations
- B. Customers who can access 24-hour support around the world
- C. Customers who can earn higher margins on each deal that is sold
- D. Customers who can take advantage of incentives programs

Correct Answer: B

QUESTION 3

What is the first stage of the Cisco software lifecycle.where sellers engage with customers to create a strategy and development plan?

- A. upsell and cross sell
- B. asset management
- C. plan
- D. activate
- E. adopt
- F. renew

Correct Answer: D

QUESTION 4



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The concern that the security provider of a customer might leave the market or reach end- of-life status is addressed by which Cisco security solutions trait?

- A. Robustness
- B. Stability
- C. Cost
- D. Functionality
- E. Familiarity

Correct Answer: B

QUESTION 5

Which two additional business values are used as part of Cisco value propositions? (Choose two)

- A. cost effectiveness
- B. scalability
- C. support
- D. completeness
- E. integration

Correct Answer: AD

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