



# 700-260<sup>Q&As</sup>

Advanced Security Architecture for Account Manager

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### QUESTION 1

Which three options must a customer look for when choosing a security solution provider? (Choose three.)

- A. delivers better partner and customer support
- B. offers more than just niche products
- C. is committed to security
- D. generates higher margins on each sale
- E. provides solutions at the lowest cost
- F. prioritizes one security solution above all else
- G. creates new market opportunities

Correct Answer: ABC

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### QUESTION 2

Which two aspects of Cisco solutions save customers money? (Choose two.)

- A. fewer resources to manage
- B. faster integration
- C. replacing current infrastructure completely
- D. 100% effectiveness
- E. lowest cost solutions
- F. incentives programs

Correct Answer: AB

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### QUESTION 3

Which two options benefit a partner who is selling Cisco security solutions? (Choose two.)

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



Correct Answer: CD

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#### QUESTION 4

Which feature of Cisco award-winning resources and support allows partners to create a unique relationship with customers?

- A. Be the first to receive new innovations.
- B. Access 24-hour support around the world.
- C. Earn higher margins on each deal sold.
- D. Take advantage of incentives programs.

Correct Answer: B

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#### QUESTION 5

According to recent studies, what percentage of global companies has experienced a security breach?

- A. 100 percent
- B. 75 percent
- C. 33 percent
- D. 5 percent
- E. 0 percent

Correct Answer: C

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