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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

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

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

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

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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