



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

Advanced Security Architecture for Account Manager

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### QUESTION 1

Which two options are benefits for partners when the software lifecycle is used? (Choose two.)

- A. Cisco incentives
- B. improved sales performance
- C. adaptable deployment
- D. sales promotions
- E. increased efficiencies
- F. customer support
- G. software portability

Correct Answer: BE

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### QUESTION 2

Which Cisco business value is represented by features of automatic updates and post- attack guidance?

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

Correct Answer: E

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### QUESTION 3

Which two options are business-use trends that have surfaced in the last five years, prompting a need for nontraditional security methods? (Choose two.)

- A. Substantial number of remote employees
- B. Third-party applications
- C. Partial URL and application blocking
- D. BYOD
- E. Wi-Fi connections



F. Web and email attacks

Correct Answer: BF

#### QUESTION 4

Refer to the exhibit.

Choose the exact platform that meets immediate needs now and prepares for the future.

Consolidate all of your security solution services to a single provider and run multiple applications on one appliance.

Many solutions are available as either physical or virtual appliances. Licensing options allow customers to choose the functionality they need, based on the number of active endpoints on the network.

Customers can bundle various features in one appliance and multiple solutions in a single offering.

Consolidating platforms and appliances under a single provider is an example of which customer cost saver?

- A. Less time scoping a breach
- B. Fewer resources to manage
- C. Faster integration
- D. Flexible licensing

Correct Answer: D

#### QUESTION 5

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

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

Correct Answer: C



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