



# 700-265<sup>Q&As</sup>

Cisco Advanced Security Architecture for Account Managers

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### QUESTION 1

Which three issues do customers with limited mobility issues deal with? (choose three)

- A. Remote workers that compromise security
- B. Solutions that do not extend off network
- C. Complex mobile management
- D. Complex mobile management
- E. Big data center vulnerability
- F. Expensive malware attacks

Correct Answer: ABC

### QUESTION 2

Refer to the exhibit.

The exhibit is a two-panel diagram. The left panel, titled 'Choose the exact platform that meets immediate needs now and prepares for the future.', shows four puzzle pieces representing 'Endpoint Security', 'Management Solution', 'Network Security', and 'Content Security'. Below the puzzle pieces are icons for a cloud, a camera, and a server rack. Text at the bottom states: '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.' The right panel, titled 'Consolidate all of your security solution services to a single provider and run multiple applications on one appliance.', features the Cisco logo and a central 'One Appliance' icon surrounded by six feature circles: 'Web Usage', 'URL Filtering', 'DLP', 'Anti-Malware', 'Usage Tracking', and 'Web Usage'. Text at the bottom states: 'Customers can bundle various features in one appliance and combine 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 3

Which three options does Cisco provide to customers for complete protection against current security threat? (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

Correct Answer: ACDE

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### QUESTION 4

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

Correct Answer: CD

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### QUESTION 5

Which trait of Cisco security solutions addresses the worry that a customer's security provider will leave the market or reach end-of-life?

- A. familiarity
- B. functionality
- C. robustness
- D. cost
- E. stability

Correct Answer: E

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