



# 700-551<sup>Q&As</sup>

Express Security for Account Managers

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#### QUESTION 1

What are two major opportunities of selling security solutions? (Choose two.)

- A. There is less competition in the security industry
- B. The number of unsecured devices is estimated to be over 75 billion by 2020
- C. The security market is estimated to grow to \$106B by 2020
- D. Partner security services make up 63% of the total market

Correct Answer: CD

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#### QUESTION 2

Which are three major problems for customers growing their business? (Choose three)

- A. Business growing too fast
- B. Inconsistent network monitoring
- C. Inconsistent containment tools
- D. No time to create and enforce security policies
- E. Security not extending to the cloud
- F. Device incompatibility

Correct Answer: DEF

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#### QUESTION 3

What are two ways Cisco helps partners Go-To-Market? (Choose two.)

- A. Logo and brand creation
- B. An evolving threat mitigation software
- C. Reduced cost of entry
- D. A customer engagement platform
- E. Training and specializations

Correct Answer: AC

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#### QUESTION 4



What is an example of an integration services?

- A. Security Stealthwatch deployment
- B. Incident Response
- C. ASA with firepower deployment
- D. Cloud threat mitigation
- E. Stealththreat analytics

Correct Answer: D

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#### QUESTION 5

Which are three ways that Cisco enables partners to build a security practice? (Choose three.)

- A. Operational platforms and enablement
- B. ROI models describing the opportunity
- C. Practice growth statistics
- D. Sales and delivery enablement
- E. Increased customer throughput
- F. Tools that support practice design

Correct Answer: ADF

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