



700-551^{Q&As}

Express Security for Account Managers

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QUESTION 1

Which are two attack vectors protected by NGFW? (Choose two.)

- A. Campus and Branch
- B. Voicemail
- C. Data Center
- D. Cloud apps
- E. E-mail

Correct Answer: CE

QUESTION 2

Which are three resources Cisco provides to build your practice? (Choose three.)

- A. Security portfolio guides
- B. Case Studies
- C. Custom websites
- D. Webinars and seminars
- E. Toolkits
- F. Training

Correct Answer: ABC

QUESTION 3

What ISR appliance would you use if your customer is a small business that requires integrated switching and routing and WAN redundancy?

- A. Cisco 4000 series ISR
- B. FirePOWER 7000 series
- C. Cisco 800 series ISR
- D. FirePOWER 2100 series
- E. FirePOWER 8000 series

Correct Answer: A



QUESTION 4

Which are threemain benefits of building a security practice? (Choose three.)

- A. Deeper customer loyalty
- B. Increased revenue
- C. Customer service growth
- D. Better Margin
- E. Selective customer advantage
- F. Increased service benefits

Correct Answer: AEF

QUESTION 5

What is a great option for new customers within Platform Selling?

- A. Platform sale
- B. License sale
- C. Platform subscription sale
- D. Appliance sale

Correct Answer: B

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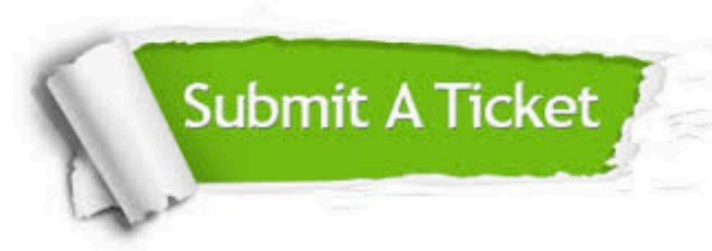
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