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Express Security for Account Managers

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QUESTION 1

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

A. Campus andBranch

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 thatrequires 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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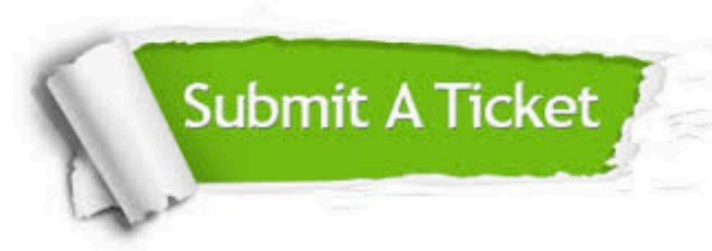
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