

QUESTIONS & ANSWERS

Kill your exam at first Attempt



Cisco

700-265

Cisco Advanced Security Architecture for Account Managers

QUESTION: 84

Which Cisco offering focuses on developing logical product suites grouped by domains?

- A. Internet of Everything
- B. SmartNet
- C. Smart License
- D. Cisco Expo
- E. Collaborative Services
- F. Cisco ONE

Answer: F

QUESTION: 85

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

Answer: E

QUESTION: 86

Which Cisco security technology delivers the best real-time threat intelligence?

- A. Identity Services Engine
- B. Cisco Talos Security
- C. TrustSec
- D. Next Generation Firewall
- E. Cisco Security Manager

Answer: B

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QUESTION: 87

Which three main points of the Cisco Security & Threat Landscape module are true?
(Choose three.)

- A. An effective security solution provides customers with the necessary tools and resources to overcome their ever-growing security challenges.
- B. The Cisco Security Solutions Portfolio drives customer business outcomes.
- C. The business case for security is defined in the threat landscape.
- D. The threat landscape is expanding and increasing costs for customers.
- E. Customers need an easy to manage and fully integrated solution.
- F. Customers must understand how vulnerable they are.

Answer: A, B, E

QUESTION: 88

Which two options are solutions and features of the campus and branch threat-centric solution? (Choose two.)

- A. NGFW and NGIPS
- B. file retrospection and trajectory
- C. enabled and protected investments
- D. behavioral indication of compromise
- E. network analytics

Answer: C, E

QUESTION: 89

Which option lists business outcomes that most customers are working to achieve in response to the current security threat landscape?

- A. complete protection, increased fragmentation, enabled business
- B. increased scalability, visibility and control, blocking only current threats
- C. increased scalability, blocking only current threats, enabled business
- D. complete protection, visibility and control, enabled business

Answer: D

QUESTION: 90

Which two actions must partners do during the asset management phase of the software lifecycle? (Choose two.)

- A. Create deep analytics and customized reports about license optimization.
- B. Develop a new strategy based on expected needs.
- C. Track utilization rates to understand current license efficacy
- D. Help customers understand how new infrastructure is superior.
- E. Offer activation services.

Answer: A, C

<https://www.cisco.com/c/en/us/services/technical/asset-management.html#~stickynav=2>

QUESTION: 91

Which two options are solutions and features of the email threat-centric solution? (Choose two.)

- A. additional email security
- B. DNS-Layer Security
- C. CTD and Network Analytics
- D. Advanced Malware Protection
- E. Cloud App Security

Answer: B, C

<http://www.intersecthealth.net/Threat-Centric.html>

QUESTION: 92

Which two options are features of Cisco Enterprise License Agreements? (Choose two.)

- A. limited consumption models
- B. up-front pricing
- C. one agreement for each part of the business
- D. unforeseen costs and fees down the road
- E. organic growth up to 20%
- F. short-term lifespan under 1 year

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Answer: B, E

QUESTION: 93

Which primary customer challenge is brought by the wide variety of security solution providers on the market?

- A. choosing the right provider
- B. contacting all providers for information
- C. finding a low-cost option
- D. determining the single best security product

Answer: A

