

700-551^{Q&As}

Express Security for Account Managers

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QUESTION 1

Which are three elements of the Cisco security practice pathway? (Choose three.)

- A. Delivery and Support
- B. Marketing and Sales Execution
- C. Foundation and Platform Support
- D. GTM Planning
- E. Business Drivers
- F. Lead generation

Correct Answer: BDE

QUESTION 2

Which three are attack vectors protected by Web Security? (Choose three.)

- A. Mobile
- B. SaaSapps
- C. Web
- D. Endpoints
- E. Voicemail
- F. Cloud apps

Correct Answer: ACD

QUESTION 3

Which best describes how Cisco solutions enable customer\\'s businesses?

- A. Best continuous analysis
- B. Faster threat identification
- C. Theonly comprehensive policy enforcement tool
- D. Open, agile and expandable platforms

Correct Answer: C



QUESTION 4

Whichare three small budget customer concerns? (Choose three.)

- A. Budget is controlled by sales
- B. Licenses are too cheap
- C. Multiple devices are leaving a gap in security
- D. Products are not packages together
- E. Solutions are not prioritized to threats
- F. Security budget has been decreasing

Correct Answer: ACF

QUESTION 5

Which are three customer use cases addressed to achieve the best outcome? (Choose three.)

- A. Propose the best scalability
- B. Offer powerful and integrated products
- C. Faster threat identification
- D. Provide complete protection
- E. Deliver flexible deployment options
- F. Enhance remediation

Correct Answer: BDE

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