



# 700-760<sup>Q&As</sup>

Cisco Security Architecture for Account Managers

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#### QUESTION 1

Which two security areas are provided by Cisco's email solutions? (Choose two.)

- A. DNS-Layer Security
- B. CTD and Network Analytics
- C. Malware Protection
- D. Identity Services
- E. Cloud App Security

Correct Answer: CD

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#### QUESTION 2

What is the primary customer challenge caused by the wide variety of security solution providers on the market?

- A. Finding a low-cost option
- B. Determining the single best security product
- C. Contacting all providers for information
- D. Finding the right provider to offer the best value

Correct Answer: D

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#### QUESTION 3

What are two common seller obstacles? (Choose two.)

- A. Unresponsive potential customers
- B. Overcrowded portfolios
- C. Complexity of solution components
- D. Fragmented solutions
- E. Seller competition

Correct Answer: AD

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#### QUESTION 4

Which statement embodies trust-centric security?



- A. Verify before granting access via MDM software
- B. Prevent attacks via an intelligence-based policy, then detect, investigate, and remediate
- C. Protect users from attacks by enabling strict security policies.
- D. Verify before granting access via identity-based policies for users, devices, apps. and locations

Correct Answer: D

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#### QUESTION 5

What are two steps customers can take to evolve to a trust-centric security philosophy? (Choose two.)

- A. Limit internal access to networks.
- B. Require and install agents on mobile devices.
- C. Always verify and never trust everything inside and outside the perimeter.
- D. Block BYOD devices.
- E. Only grant access to authorized users and devices.

Correct Answer: AE

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#### QUESTION 6

What are two results of utilizing a fragmented security model? (Choose two.)

- A. Individual components pieced together to meet requirements.
- B. Decreased visibility and limited understand of security coverage.
- C. Reduced malicious file risk through additional segmentation.
- D. Decreased network accessibility through multiple applications.
- E. Increased identity controls.

Correct Answer: AE

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#### QUESTION 7

Which component of NGFW and NGIPS security is updated after an attack to help prevent threats before they encounter the network next time?

- A. Cisco Talos Security Intelligence and Research Group
- B. site-to-site VPN



- C. Cisco Next-Generation Firewall
- D. identity and access control

Correct Answer: D

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#### QUESTION 8

Which two products empower customers to create secure next-gen networks? (Choose two.)

- A. AMP
- B. ISE
- C. ACI
- D. SD-Access
- E. MFA

Correct Answer: BC

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#### QUESTION 9

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

- A. Email
- B. Voicemail
- C. Cloud
- D. Web
- E. Data Center

Correct Answer: DE

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#### QUESTION 10

What are two common customer obstacles? (Choose two.)

- A. Lack of solution integration
- B. High turnover of IT professionals
- C. Compliance regulations
- D. Limited resources
- E. Security system blackouts



Correct Answer: CD

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#### QUESTION 11

Which two areas require secure access? (Choose two.)

- A. Workflow
- B. Workspace
- C. Workforce
- D. Worktable
- E. Workloads

Correct Answer: AC

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#### QUESTION 12

What is used to reduce attack surfaces?

- A. Access
- B. Remediation
- C. Segmentation
- D. Device trust

Correct Answer: B

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#### QUESTION 13

Which option is a challenge that is often faced by small businesses when considering security solutions?

- A. Enterprise-level firewalls
- B. Limited budget
- C. Large numbers of overseas employees
- D. Solutions that lack email security

Correct Answer: B