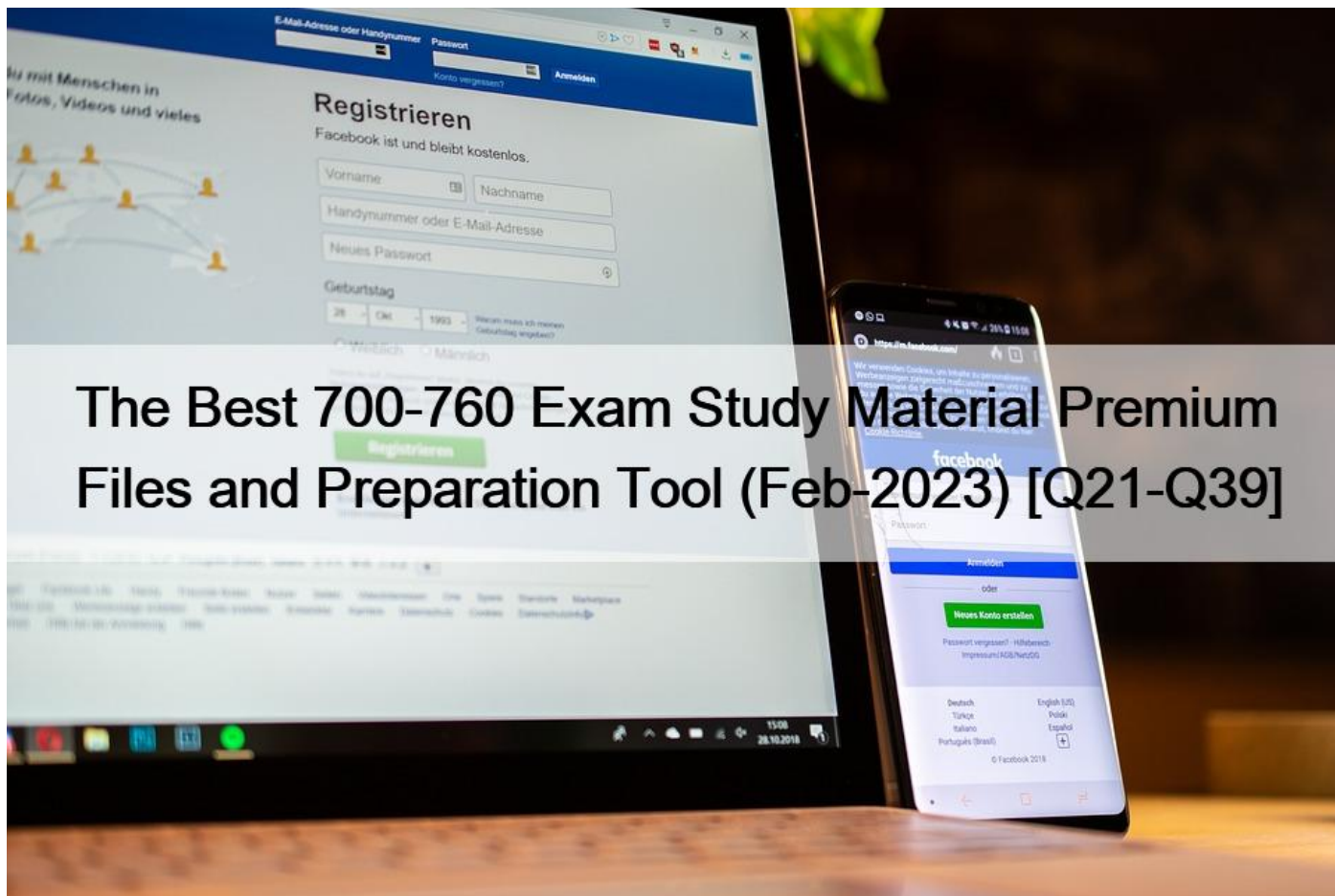


The Best 700-760 Exam Study Material Premium Files and Preparation Tool (Feb-2023) [Q21-Q39]



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Cisco 700-760 Exam Topics: **SectionWeightObjectives**Customer Conversations15%- Identify Cisco portfolio components

- Identify Cisco security solutions
- Identify customer security challenges
- Identify components of Cisco's best-in-class technologySelling Cisco Security15%- Identify how Cisco supports practice development
- Identify areas of the Cisco security portfolio
- Identify Cisco programs for partner support
- Identify Cisco programs for partner profitabilityThreat Landscape and Security Issues20%- Identify the role of digitization in cyber

security

- Identify cyber security challenges
- Identify causes of fragmented security
- Identify security opportunities and obstaclesIoT Security15%- Identify IoT solutions critical to business
- Identify the evolution of and need for IoT security
- Identify how Cisco IoT Security solutions provide layered protection
- Identify components of Cisco's IoT securityCisco Security Solutions Portfolio20%- Identify the requirements of modern network environments
- Identify the challenges of next generation networks
- Identify Cisco solutions for next generation network security
- Identify Cisco security solution sets

Cisco 700-760 Exam Certification Details:

Duration90 minutesExam NameCisco Security Architecture for Account ManagersExam Price\$80 USDSample QuestionsCisco 700-760 Sample QuestionsExam Code700-760 ASAEAMNumber of Questions55-65Recommended TrainingCisco SalesConnect

NO.21 Which two products empower customers to create secure next-gen networks? (Choose two.)

- * AMP
- * ISE
- * ACI
- * SD-Access
- * MFA

NO.22 What are two ways Cisco addresses customers' growing business needs? (Choose two.)

- * Multi/hybrid cloud platforms
- * Highly-scalable DC platforms
- * Bulletproof NGFW appliances
- * Consolidated tracking and reporting
- * Multiple solution deployment choices

NO.23 How does the Cisco policy and access solution handle a changing user base in growing company?

- * Cisco delivers a flexible and scalable security solution framework that can adapt to changing customer needs
- * Cisco architecture offers the lowest TCO by providing product that integrate, which lowers the cost of IT setup, management, and maintenance.
- * Cisco Talos Security Intelligence and Research Group integrates into all security solutions, which provides advanced protection against new threats.

* Cisco provides you the ability to monitor and restrict application usage. As applications become more complex, Cisco provides the flexibility to control all or subsets of the application.

NO.24 In which two ways does Cisco address resource constraints for customers? (Choose two.)

- * Extended datacenter support
- * IoT device hardware upgrades
- * Environment control via URL filtering and AVC
- * Enable many features via one appliance
- * Consolidated training

NO.25 What are two ways that Cisco helps customers balance protection and accessibility? (Choose two)

- * Leverage integrated tools and dynamic context to enforce policies
- * Reinforce device infrastructure with an extensive security portfolio
- * Provide vital training to ensure a skilled workforce.
- * Analyze user and device vulnerability.
- * Manage risk more effectively across the environment.

NO.26 Which three options are cloud security products? (Choose three)

- * Meraki
- * Cloudlock
- * NGFW
- * Investigate
- * Web Security Appliance
- * Umbrella

NO.27 Which two attack vectors are protected by cloud app security? (Choose two.)

- * mobile
- * cloud apps
- * voicemail
- * email
- * campus and branch

NO.28 Which two Cisco business values demonstrate features of end-to-end protection and protection across the attack continuum? (Choose two.)

- * completeness
- * cost effectiveness
- * protection
- * control
- * flexibility

NO.29 What is an attribute of Cisco Talos?

- * Detection of threats communicated within 48 hours of occurrence
- * Blocks threats in real time
- * Real-time threat information
- * 3rd party applications integrated through comprehensive APIs

NO.30 What are two results of utilizing a fragmented security model? (Choose two.)

- * Individual components pieced together to meet requirements.
- * Decreased visibility and limited understand of security coverage.
- * Reduced malicious file risk through additional segmentation.

- * Decreased network accessibility through multiple applications.
- * Increased identity controls.

NO.31 Which two attack vectors are protected by Web Security? (Choose two.)

- * Email
- * Voicemail
- * Cloud
- * Web
- * Data Center

NO.32 Which two areas require secure access? (Choose two.)

- * Workflow
- * Workspace
- * Workforce
- * Worktable
- * Workloads

NO.33 Which two attack vectors are protected by remote access VPN? (Choose two.)

- * campus and branch
- * voicemail
- * cloud apps
- * email
- * mobile

NO.34 Which two Cisco products remediate network, cloud, and endpoint threats? (Choose two.)

- * Duo
- * Identity Services Engine
- * Stealthwatch
- * Cisco Security Connector
- * AMP for Endpoints

Explanation

https://www.cisco.com/c/en_ae/products/security/portfolio.html#~stickynav=2

NO.35 Which two products empower customers to create secure next-gen networks? (Choose two.)

- * AMP
- * ISE
- * ACI
- * SD-Access
- * MFA

NO.36 What are two of the key benefits of the Opportunity Incentive Program? (Choose two.)

- * Supports a focus on the customer lifecycle
- * Facilitates rapid quoting to decrease time to market
- * Incentivizes partner-driven opportunity creation efforts
- * Reinforces partner demand-generation capabilities
- * Strengthens customer success management

NO.37 What are two ways Cisco addresses customers' growing business needs? (Choose two.)

- * Multi/hybrid cloud platforms

- * Highly-scalable DC platforms
- * Bulletproof NGFW appliances
- * Consolidated tracking and reporting
- * Multiple solution deployment choices

NO.38 Which three options are solutions and features of the data center threat-centric solution? (Choose three.)

- * constant threat protection at all levels
- * file reputation
- * enabled scalability and capability across the business
- * enhanced visibility of data, user, and device behavior
- * file trajectory
- * global threat intelligence

NO.39 What are two common seller obstacles? (Choose two.)

- * Unresponsive potential customers
- * Overcrowded portfolios
- * Complexity of solution components
- * Fragmented solutions
- * Seller competition

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