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Exam Name: Cisco Advanced Security Architecture for Account Managers

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QUESTION 1

Which three options are web and email security products? (Choose three.)

- A. Umbrella
- B. Cloudlock
- C. Web Security Appliance
- D. Investigate
- E. NGFW
- F. Meraki

Correct Answer: ABE

Section: (none)

Explanation

Explanation/Reference:

QUESTION 2

Which two attack vectors are protected by remote access VPN? (Choose two.)

- A. campus and branch
- B. voicemail
- C. cloud apps
- D. email
- E. mobile

Correct Answer: DE

Section: (none)

Explanation

Explanation/Reference:

QUESTION 3

Which three options are attack vectors of the threat-centric defense? (Choose three.)

- A. Linux OS
- B. email
- C. web
- D. cloud apps
- E. DNS security
- F. voicemail

Correct Answer: BCE

Section: (none)

Explanation

Explanation/Reference:

QUESTION 4

Which three considerations must a customer look for when choosing the ideal security solution provider? (Choose three.)

- A. generators higher margins on each sale
- B. provides solutions at the lowest cost
- C. is committed to security
- D. creates new market opportunities
- E. offers more than just niche products
- F. delivers better partner and customer support



Correct Answer: CEF

Section: (none)

Explanation

Explanation/Reference:

QUESTION 5

Which customer cost saver has examples like leveraging current infrastructures without buying new appliances and avoiding lengthy customizations?

- A. faster integration
- B. fewer resources to manage
- C. less time scoping a breach

D. flexible licensing

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 6

Which component of NGFW and NGIPS provides a unified image that includes the Cisco ASA features and FirePOWER Services?

- A. Firepower Threat Defense
- B. Meraki MX
- C. Next Generation IPS
- D. Cloudlock
- E. Advanced Malware Protection

Correct Answer: A

Section: (none)

Explanation



Explanation/Reference:

QUESTION 7

Which three customer use cases address the best outcome? (Choose three.)

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

Correct Answer: BDF

Section: (none)

Explanation

Explanation/Reference:

Section: (none)

Explanation

QUESTION 8

Which three options does Cisco provide to customers for visibility and control against current security threats? (Choose three.)

- A. 19-month device release cycle
- B. unparalleled network and endpoint visibility
- C. fast device policy updates
- D. unmatched security enforcement
- E. comprehensive policy enforcement
- F. granular device visibility and management

Correct Answer: BDF

Section: (none)

Explanation

Explanation/Reference:



QUESTION 9

Which Cisco business values are demonstrated by end-to-end protection and protection across the attack continuum? (Choose two.)

- A. protection
- B. control
- C. cost effectiveness
- D. completeness
- E. flexibility

Correct Answer: AD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 10

Which component of AMP provides the details customers need to address problems after a breach is identified?

- A. file sandboxing
- B. context awareness
- C. continuous analysis
- D. rapid remediation
- E. network control

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 11

Which action do sellers help customers take during the adopt phase of the software lifecycle?

- A. Identify new opportunities for services.
- B. Anticipate future requirements and prepare accordingly.
- C. Develop an activation strategy and development plan.
- D. Manage their assets.
- E. Become comfortable with their new software

Correct Answer: E

Section: (none)

Explanation

Explanation/Reference:

QUESTION 12

On average, how much do network attacks cost?

- A. \$300K
- B. \$50K

- C. \$500K
- D. \$800K

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 13

Which Cisco Security benefit is a differentiator that allows partners to plan and model their business?

- A. comprehensive vision for security
- B. best-in-class technologies
- C. lowest price points
- D. one solution to fit every need
- E. unparalleled commitment

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:



QUESTION 14

Which three features does an ASA 5506-X appliance with FirePower Services provide? (Choose three.)

- A. reliable visibility
- B. data loss prevention
- C. NGIPS
- D. next generation firewall
- E. URL filtering
- F. Talos

Correct Answer: ACD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 15

Which phase of the software lifecycle deals with anticipating customer needs and bundling and adding products accordingly?

- A. plan and supply
- B. upsell and cross sell
- C. renew
- D. land and expand
- E. know and grow

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:



QUESTION 16

Which two benefits of a partner selling Cisco Security Solutions are true?

- A. simplified solutions
- B. partner referrals
- C. lower total cost of ownership
- D. opportunities for new revenue
- E. incentives programs

Correct Answer: AD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 17

Which component of Stealthwatch uses sophisticated security analytics to accelerate threat response time?

- A. threat protection
- B. investigation
- C. granular visibility
- D. network control
- E. anomaly detection

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 18

Which three options are solutions and features of the data center threat-centric solution? (Choose three.)

- A. constant threat protection at all levels
- B. file reputation
- C. enabled scalability and capability across the business
- D. enhanced visibility of data, user, and device behavior
- E. file trajectory
- F. global threat intelligence

Correct Answer: BDE

Section: (none)

Explanation

Explanation/Reference:

QUESTION 19

Which Cisco business values are demonstrated by scalable solutions and network adaptability?

- A. flexibility

- B. cost effectiveness
- C. protection
- D. completeness
- E. control

Correct Answer: E

Section: (none)

Explanation

Explanation/Reference:

QUESTION 20

Which three benefits do customers get with Smart License? (Choose three.)

- A. manual registration
- B. PAK registration
- C. complete view of software, services, and devices
- D. easy registration
- E. products that have to be continually adjusted
- F. company specific licensing



Correct Answer: BCD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 21

Which three options are issues that nonscalability brings? (Choose three.)

- A. inexperienced IT staff
- B. lack of intrusion prevention tools
- C. no employee remote access
- D. security solutions are stale
- E. business growing too fast

F. outdated malware

Correct Answer: DEF

Section: (none)

Explanation

Explanation/Reference:

QUESTION 22

Which three options are solutions and features of the cloud apps threat-centric solutions? (Choose three.)

- A. Cloud App Security
- B. CTD and network Analytics
- C. remote access VPN
- D. accelerated threat response
- E. complete policy management
- F. cloud data loss prevention

Correct Answer: ABF

Section: (none)

Explanation

Explanation/Reference:



QUESTION 23

Which attribute does Cisco Talos possess?

- A. ability to detect threats across all layers of defense
- B. third-party applications integrated through comprehensive APLs
- C. real-time threat intelligence
- D. detection of threats communicated within 24 hours of occurrence
- E. blocks threats in real time

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 24

Which Cisco business values are demonstrated by increased employee productivity, confidence in data confidentiality, and increased visibility?

- A. flexibility
- B. completeness
- C. control
- D. cost effectiveness
- E. protection

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:



QUESTION 25

Which two options are small budget customer concerns (Choose two.)

- A. Products are not packaged together.
- B. Too many security vendors to manage.
- C. Licenses are too cheap.
- D. Security budget has been shrinking.
- E. Multiple devices are leaving a gap in security.

Correct Answer: DE

Section: (none)

Explanation

Explanation/Reference:

QUESTION 26

Which two attack vectors are protected by identity and access control? (Choose two.)

- A. campus and home
- B. voicemail
- C. endpoints
- D. data center
- E. cloud apps

Correct Answer: AC

Section: (none)

Explanation

Explanation/Reference:

QUESTION 27

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

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



Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 28

Which two aspects of Cisco solutions save customers money? (Choose two.)

- A. fewer resources to manage
- B. faster integration
- C. replacing current infrastructure completely
- D. lowest cost solutions

- E. incentives programs
- F. 100% effectiveness

Correct Answer: AB

Section: (none)

Explanation

Explanation/Reference:

QUESTION 29

Which three options are Cisco Advanced Threat solutions? (Choose three.)

- A. Next Generation Intrusion Prevention System
- B. Stealthwatch
- C. Remote Access VPN
- D. Identity and Access Control
- E. Web Security
- F. Cognitive Threat Analytics



Correct Answer: ADF

Section: (none)

Explanation

Explanation/Reference:

QUESTION 30

Which application works with customers to eliminate security gaps and ensure safe data access and storage in the cloud across devices?

- A. AnyConnect
- B. CloudLock
- C. Stealthwatch
- D. TrustSec
- E. AMP Threat Grid
- F. Next Generation Firewall

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 31

Which two attack vectors are protected by cloud app security? (Choose two.)

- A. mobile
- B. cloud apps
- C. voicemail
- D. email
- E. campus and branch

Correct Answer: AD

Section: (none)

Explanation

Explanation/Reference:



QUESTION 32

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

- A. mobile
- B. campus and branch
- C. email
- D. cloud apps
- E. voicemail

Correct Answer: AD

Section: (none)

Explanation

Explanation/Reference: