

Cisco

Exam Questions 700-760

Cisco Security Architecture for Account Managers



NEW QUESTION 1

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

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

Answer: BC

NEW QUESTION 2

What is used to reduce attack surfaces?

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

Answer: B

NEW QUESTION 3

Which are two reasons perimeter-based network security is no longer sufficient? (Choose two)

- A. more vulnerabilities
- B. more IT professionals
- C. more networks
- D. more devices
- E. more users

Answer: AD

NEW QUESTION 4

What does remote access use to verify identity?

- A. MFA
- B. Remote Access VPN
- C. Agents
- D. AMP for Endpoints

Answer: D

NEW QUESTION 5

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

Answer: AD

NEW QUESTION 6

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, app
- E. and locations

Answer: D

NEW QUESTION 7

What are two steps organizations must take to secure IoT? (Choose two.)

- A. update equipment
- B. block contractors
- C. remediate malfunctions
- D. prevent blackouts
- E. acquire subscription solutions

Answer: CE

NEW QUESTION 8

Where do you start to achieve true network visibility?

- A. Branches
- B. Fabric Level
- C. OT
- D. IT

Answer: B

NEW QUESTION 9

In which two ways does Cisco address resource constraints for customers? (Choose two.)

- A. Extended datacenter support
- B. IoT device hardware upgrades
- C. Environment control via URL filtering and AVC
- D. Enable many features via one appliance
- E. Consolidated training

Answer: BE

NEW QUESTION 10

Which two types of recurring revenue sales does Cisco offer? (Choose two.)

- A. Platform subscription sale
- B. License sale
- C. Portfolio
- D. Subscription sale
- E. Training

Answer: BD

NEW QUESTION 10

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

- A. Stealthwatch
- B. Web Security
- C. Remote Access VPN
- D. ThreatGrid
- E. Advanced Malware Protection (AMP)
- F. Next-Generation Firewall (NGFW)
- G. Next-Generation Intrusion Prevention System (NGIPS)

Answer: ABG

NEW QUESTION 11

What are two ways that Cisco helps customers balance protection and accessibility? (Choose two)

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

Answer: AC

NEW QUESTION 13

What are two of the key benefits of the Opportunity Incentive Program? (Choose two.)

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

Answer: BD

NEW QUESTION 16

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