



IBM

Exam Questions M2150-860

Sales Foundations for IBM Security V1

NEW QUESTION 1

Which are the top three drivers for security concerns in the Education industry?

- A. Digitization, industry integration and mobility
- B. Digitization, workforce consolidation and globalization
- C. Industry consolidation, digitization and Internet of Things (IoT)
- D. Industry consolidation, cost reduction and Internet of Things (IoT)

Answer: C

NEW QUESTION 2

MaaS360

- A. 1 -> A
- B. 2 -> B
- C. 3 -> C
- D. 4 -> D
- E. Protect against fraud
- F. Secure the mobile enterprise
- G. Identify vulnerabilities in code
- H. Detect and block insider threats

Answer: A

Explanation:

4. Which IBM Security Operations and Response (SOAR) solutions provide high value during the "gather" phase of a typical attack chain?

- A. BigFix and i2
- B. QRadarand i2
- C. BigFix and Resilient
- D. Resilient and QRadar

NEW QUESTION 3

Which IBM Security solution is part of IBM's integrated approach against insider threats for the Financial Services Sector (FSS)?

- A. IBM Watson Analytics
- B. IBM Security AppScan Enterprise
- C. IBM Security Key Lifecycle Manager
- D. IBM Security Guardium Data Protection for Databases

Answer: A

NEW QUESTION 4

One of the most important use cases in the IBM Information, Risk and Protection (IRP) domain is protecting your clients "crown jewels" or "most critical assets". What does this refer to?

- A. Data
- B. Endpoints
- C. Employees
- D. Applications

Answer: B

NEW QUESTION 5

Which vertical industries are the primary targets for IBM Security Operations and Response (SOAR) solution opportunities?

- A. Healthcar
- B. Life Sciences, and Industrial.
- C. Automotiv
- D. Media & Entertainment, and Electronics.
- E. Distributio
- F. Communications, and Consumer Products.
- G. Energy & Utilitie
- H. Federal Governments, and Financial Services.

Answer: A

NEW QUESTION 6

Which customer use case does IBM i2 Enterprise Insight Analysis (EIA) address?

- A. Perform real-time analysis of network, endpoint, vulnerability and threat data to detect advanced threats in realtime.
- B. Conduct real-time enforcement of endpoint policies, including configuration and patching to prevent and detect threats.
- C. Combine data from security solutions, external threat feeds, configuration management systems and other databases to support rapid incident response.
- D. Combine machine-led analytics and human-led analysis to quickly find hidden connections and critical patterns in internal, external and open-source data.

Answer: B

NEW QUESTION 7

Which IBM Security solution detects advanced persistent threats?

- A. QRadar
- B. Guardium Data Encryption
- C. Privileged Identity Manager
- D. Application Security on Cloud

Answer: A

NEW QUESTION 8

What business challenges that Distribution Sector clients face have a security impact?

- A. Insider threats, malware, and fraud
- B. Hackers, complex cloud environments, and outdated controls
- C. Regulatory compliance, cost reduction, and customer demands
- D. Regulatory compliance, complex cloud environments, and Internet of Things (IoT)

Answer: B

NEW QUESTION 9

What is one way that IBM Security drives innovation and disruption in the security market?

- A. By focusing on encryption.
- B. By focusing on on-premise solutions.
- C. By investing in cognitive analytics.
- D. By investing in perimeter controls.

Answer: B

NEW QUESTION 10

Which IBM Security Operations and Response (SOAR) product installs patches and quarantines infected endpoints?

- A. BigFix
- B. MaaS360
- C. AppScan
- D. Resilient

Answer: D

NEW QUESTION 10

What is the appropriate response to a customer who believes that deploying mobile security is too complex?

- A. It is complex, but the resulting security and productivity gains are worth the effort/investment.
- B. Gartner and Forrester have both praised IBM's solution for its ease of use at the administrative and end user levels.
- C. MaaS360 simplifies mobile security as long as the implementation involves a private network within the bounds of a single country.
- D. MaaS360 delivers mobile security without any impact on the mobile devices themselves, thus simplifying the implementation step.

Answer: D

NEW QUESTION 12

Which integrated controls provide visibility into the actions of an administrator who has access to sensitive records?

- A. Endpoint management, incident response, and fraud prevention.
- B. Anti-virus protection, network protection, and database monitoring.
- C. Security analytics, fraud prevention, and threat information sharing.
- D. Security intelligence, database monitoring, and privileged identity management.

Answer: C

NEW QUESTION 13

Which is a key advantage of the integration between BigFix and QRadar?

- A. Rapid incident response
- B. Risk-prioritized patching activities
- C. Endpoint patching and remediation
- D. Integration of third-party vulnerability data

Answer: C

NEW QUESTION 18

Which two customer pain points should be addressed first when selling BigFix? (Select 2)

- A. Failed audits
- B. High network traffic

- C. Compliance concerns
- D. Organizational re-structuring
- E. Increasing costs of data protection
- F. Increasing number of mobile devices

Answer: AC

NEW QUESTION 19

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