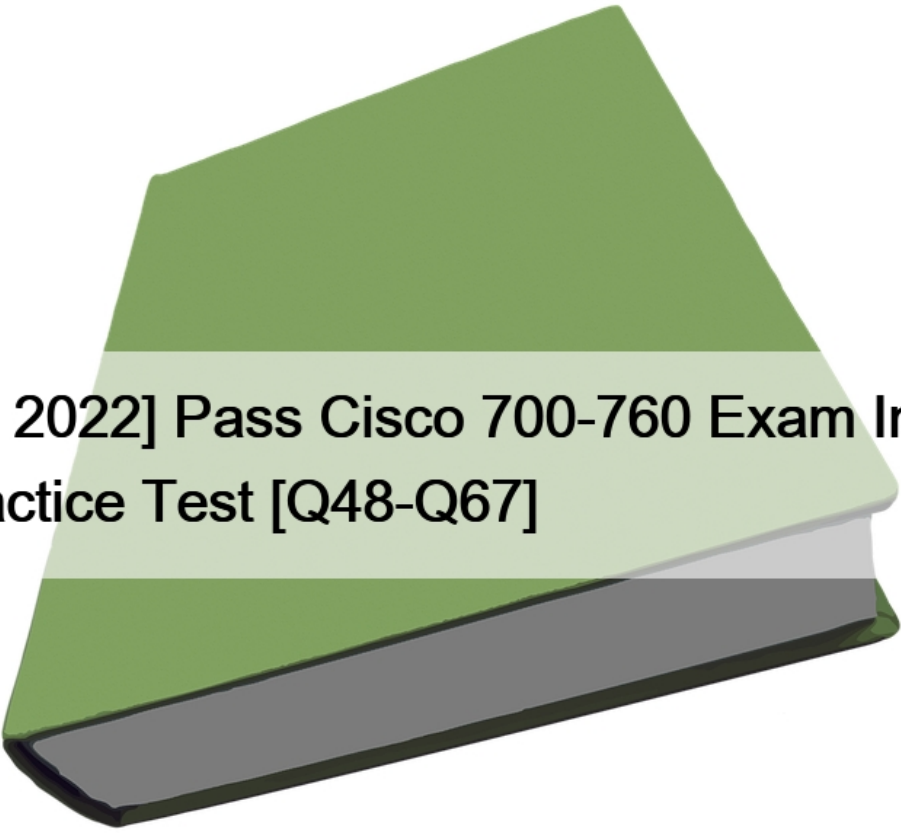


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QUESTION 48

Which two elements does Tetration provide for security posture and traffic analysis? (Choose two.)

- * Device updates
- * App process information
- * App access control
- * App dependency map
- * Hardware packages

QUESTION 49

Which issues are resolved with the Security Advantage programs? (Choose two)

- * Have a defined consumption level
- * Have undefined security spend
- * Have an end-of-year budget
- * Require customized investments
- * Need an unlimited consumption model

QUESTION 50

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

- * Lack of solution integration
- * High turnover of IT professionals
- * Compliance regulations
- * Limited resources
- * Security system blackouts

QUESTION 51

Which two options are products and benefits of the mobile threat-centric solution? (Choose two)

- * automated policy enforcement with ASA v
- * software-defined segmentation through TrustSec
- * enforced device security policies with Meraki
- * enhanced control access with ISE and Cloudlock
- * device phishing protection through AMP

QUESTION 52

Which two attack vectors are protected by Next-Generation Intrusion Prevention System (NGIPS)? (Choose two)

- * Cloud
- * Data Center
- * Corporate WAN
- * Endpoints
- * Email

QUESTION 53

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

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

QUESTION 54

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

- * Web
- * Cloud
- * Mobile
- * Data Center
- * Email

QUESTION 55

Which two options are features of the endpoints threat-centric solution? (Choose two.)

- * remote VPN
- * fuzzy fingerprinting
- * URL filtering
- * antivirus defense
- * web proxy

QUESTION 56

Which option describes how partners can help customers using their unique relationship with Cisco award-winning resources and support?

- * Be the first to receive new innovations
- * Take advantage of incentives programs
- * Access 24-hour support around the world
- * Earn higher margins on each deal sold

QUESTION 57

Which two security areas are part of Cisco's web solutions? (Choose two.)

- * URL Filtering
- * Web Security
- * Email Security
- * Identity & Access Control
- * Malware Protection

QUESTION 58

Which two attack vectors are protected by Remote Access VPN? (Choose two.)

- * Cloud
- * Campus & Branch
- * Voicemail
- * Mobile
- * Email

QUESTION 59

In which two ways should companies modernize their security philosophies? (Choose two.)

- * Reinforce their threat-centric security tactics.
- * Decrease internal access and reporting
- * Expand their IT departments.
- * Rebuild their security portfolios with new solutions
- * Complement threat-centric tactics with trust-centric methods.

QUESTION 60

Which three products are used to secure the cloud? (Choose three.)

- * Umbrella

- * Tetration
- * NGFW
- * ESA
- * Meraki
- * Cloudlock

QUESTION 61

Which three factors should a customer consider when choosing the ideal security solution provider?

(Choose three.)

- * Creates new market opportunities
- * Delivers excellent partner and customer support
- * Generates higher margins on each sale
- * Provides solutions at the lowest cost
- * Offers more than just niche products
- * Is committed to security

QUESTION 62

Which two attack vectors are protected by email security? (Choose two)

- * endpoints
- * virtual machines
- * email
- * mobile
- * cloud apps
- * voicemail

QUESTION 63

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

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

QUESTION 64

Which three options are major problems for customers growing their business? (Choose three)

- * Inconsistent network monitoring
- * Security not extending to the cloud
- * Device incompatibility
- * No scalable solution
- * Inconsistent containment tools
- * Business growing too fast

QUESTION 65

Which option describes how partners can help customers using their unique relationship with Cisco award-winning resources and

support?

- * Be the first to receive new innovations
- * Take advantage of incentives programs
- * Access 24-hour support around the world
- * Earn higher margins on each deal sold

QUESTION 66

Which response is correct if a customer wants to know how the Cisco Secure Access solution manages a changing user base in a growing company?

- * Cisco architecture offers the lowest TCO by providing products that integrate together, lowering the cost of IT setup, management, and maintenance.
- * Cisco delivers a flexible and scalable security solution framework that can adapt to changing customer needs.
- * Cisco Security Intelligence Operations integrate all security solutions, providing advanced protection against new threats.
- * Cisco provides the ability to monitor and restrict application usage. As applications become more complex, Cisco provides the flexibility to control all or subsets of the applications.

QUESTION 67

Which two options drive successful business outcomes for customers? (Choose two)

- * Endpoint visibility
- * Enhanced visibility
- * Comprehensive threat protection
- * Hardened solutions
- * Firewall protection

Cisco 700-760 Exam Topics: **Section Weight Objectives** Customer Conversations 15% - Identify Cisco portfolio components

- Identify Cisco security solutions

- Identify customer security challenges

- Identify components of Cisco's best-in-class technology Selling Cisco Security 15% - Identify how Cisco supports practice development

- Identify areas of the Cisco security portfolio

- Identify Cisco programs for partner support

- Identify Cisco programs for partner profitability IoT Security 15% - 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 securityThreat 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 obstacles

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