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**Vendor:**Cisco

**Exam Code:**700-551

**Exam Name:**Express Security for Account Managers

**Version:**Demo

### QUESTION 1

What are three main services Cisco offers through partners? (Choose three)

- A. Internet services
- B. Application services
- C. Advisory services
- D. Managed Services
- E. Integration services
- F. IoT Platform services

Correct Answer: CDE

<https://www.cisco.com/c/en/us/products/security/email-security/index.html>

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### QUESTION 2

Which are three ways that Cisco enables partners to build a security practice? (Choose three.)

- A. Operational platforms and enablement
- B. ROI models describing the opportunity
- C. Practice growth statistics
- D. Sales and delivery enablement
- E. Increased customer throughput
- F. Tools that support practice design

Correct Answer: ADF

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### QUESTION 3

After achieving the Cisco Security Express Specialization what is the next level of security specialization a partner may attain?

- A. Advanced Security Architecture Specialization
- B. Master Threat Response Specialization
- C. Advanced Threat Analytic Specialization
- D. Express Security Architecture Specialization

Correct Answer: D

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#### QUESTION 4

What are three options that Cisco provides to customers for Visibility and Control against today's threats? (Choose three)

- A. Comprehensive policy enforcement
- B. Access to an online attack catalog
- C. Granular device visibility and management
- D. Unparalleled network and endpoint visibility
- E. Fast device policy updates
- F. 18-month device release cycle

Correct Answer: BCD

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#### QUESTION 5

What NGIPS appliance would you use if your customer is at the enterprise level and requires modular architecture that is scalable?

- A. Cisco 4000 series ISR
- B. FirePOWER 8000 series
- C. ASA 7000 series
- D. Cisco 800 series ISR
- E. FirePOWER 2100 series

Correct Answer: B

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#### QUESTION 6

What are three of the main areas of the Cisco Security Solutions Portfolio? (Choose three.)

- A. Comprehensive policy enforcement
- B. Advanced Threat Protection
- C. Cloud Security
- D. SaaS and Cloud Platform
- E. Web and E-mail Security

F. Patchworked applications

Correct Answer: BCE

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#### **QUESTION 7**

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

A. Mobile

B. SaaSapps

C. Web

D. Endpoints

E. Voicemail

F. Cloud apps

Correct Answer: ACD

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#### **QUESTION 8**

Which are three small budget customer concerns? (Choose three.)

A. Budget is controlled by sales

B. Licenses are too cheap

C. Multiple devices are leaving a gap in security

D. Products are not packages together

E. Solutions are not prioritized to threats

F. Security budget has been decreasing

Correct Answer: ACF

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#### **QUESTION 9**

Which incentive program lets you demonstrate and gain proficiency in Cisco technologies cost-effectively?

A. Solution Incentive Program

B. Not for Resale Program

C. Teaming Incentive Program

- D. Express Security Program
- E. Technology Migration Program

Correct Answer: E

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#### **QUESTION 10**

Which are three key security vectors customers need to monitor to overcome security challenges? (Choose three)

- A. Campus and Branch
- B. Cloud Apps
- C. Hackers Device
- D. SaaS and Cloud Platform
- E. Data Center
- F. Malware Protection

Correct Answer: ABE

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#### **QUESTION 11**

What are two ways Cisco helps partners Go-To-Market? (Choose two.)

- A. Logo and brand creation
- B. An evolving threat mitigation software
- C. Reduced cost of entry
- D. A customerengagement platform
- E. Training and specializations

Correct Answer: AC

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#### **QUESTION 12**

What are three key drivers of today's security threat landscape? (Choose three.)

- A. Increasing sophistication
- B. Growth of Botnets
- C. Growing ecosystem

D. Decreasing 3rd party applications

E. Expanding complexity

F. Decreasing ecosystem

Correct Answer: BCE

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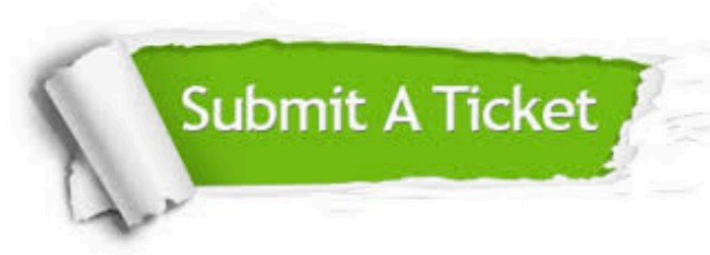
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