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Cisco

## Exam Questions 700-551

Express Security for Account Managers

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**Question: 1**

Version: 9.0

Which are three elements of the Cisco security practice pathway? (Choose three.)

- A. Delivery and Support
- B. Marketing and Sales Execution
- C. Foundation and Platform Support
- D. GTM Planning
- E. Business Drivers
- F. Lead generation

Answer: B, D, E

**Question: 2**

Which are three key products and benefits of the Datacenter threat-centric solution? (Choose three.)

- A. Predictive intelligence through Umbrella and Talos
- B. Proactive packet inspection through Stealthwatch
- C. Automated policy enforcement with ASA v
- D. Software-defined segmentation through TrustSec
- E. Deep visibility and data analytics through Stealthwatch
- F. Identity-based policy management through Meraki

Answer: C, D, E

**Question: 3**

Which are two key products and benefits of the Campus and Branch threat-centric solution? (Choose two.)

- A. Cloud security policy management through CDO
- B. Fuzzy Fingerprinting
- C. Trojan and malware protection with NGIPS
- D. Enhanced zero-day and DDoS attacks through NGFW

Answer: C, D



**Question: 4**

Which incentive program lets you showcase Cisco technologies cost-effectively?

- A. Solution Incentive Program
- B. Technology Migration Program
- C. Express Security Program
- D. Teaming Incentive Program
- E. Not for Resale Program

Answer: B

**Question: 5**

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

(Choose three.)

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

Answer: A, D, F

**Question: 6**

What is a great option for new customers within Platform Selling?

- A. Platform sale
- B. License sale
- C. Platform subscription sale
- D. Appliance sale

Answer: B

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