

Exam Code: 646-563

Exam Name: Advanced Security for Account Managers

Vendor: CISCO

Version: DEMO

Part: A

1: Regarding Cisco security solutions with TDM, which level of Cisco SDN security messaging is appropriate?

- A. security pain-point messaging
- B. business processes and cutting costs
- C. technology strategies and specific products
- D. business needs relating to the Cisco SDN

Correct Answers: C

2: During the optimize phase, how can the account manager help the customer reach operational excellence?

- A. by enabling ongoing improvement of system performance and functionality
- B. by evaluating the solution against competitor performance
- C. by making recommendations for integration of the security solution
- D. by defining project milestones

Correct Answers: A

3: What are two outcomes of preparing for the business requirements workshop? (Choose two.)

- A. aligning the solution with customer business needs
- B. defining stakeholders
- C. discovering which requirements conflict with the solution
- D. defining detailed customer requirements
- E. discovering the pricing for the solution

Correct Answers: B D

4: Why do end users need to be aware of the security policy?

- A. Some security decisions are usually in their hands.
- B. They should understand the probability of every risk.
- C. They need to be aware of every threat.
- D. They should avoid responsibility for their actions.

Correct Answers: A

5: How do you calculate risk quantitatively for SLE?

- A. single loss expectancy divided by the annualized rate of occurrence
- B. exposure factor multiplied by the asset value
- C. cost of recovery multiplied by the number of compromised servers
- D. average revenue per hour divided by the hourly server downtime

Correct Answers: B

6: Which two Cisco SDN benefits would you emphasize when discussing security solutions with a business decision-maker? (Choose two.)

- A. Cisco SDN allows third-party devices to communicate.
- B. Cisco SDN helps meet regulatory requirements.

- C. Cisco SDN protects corporate information assets.
- D. Cisco SDN uses UDP over port 80.
- E. Cisco SDN uses port 447 to communicate to secure assets within a corporate network.

Correct Answers: B C

7: What are three key reasons to use Cisco Security Agent? (Choose three.)

- A. antivirus
- B. split horizon
- C. policy enforcement
- D. e-mail monitoring
- E. zero-day protection
- F. authentication proxy
- G. integration with Microsoft Outlook

Correct Answers: A C E

8: How is the Cisco SDN strategy collaborative?

- A. Firewalling, VPNs, and trust capabilities are used.
- B. Security features allow for communication between endpoints, network elements, and policy enforcement.
- C. Behavioral methods are deployed to automatically recognize new types of threats as they arise.
- D. Security technologies are distributed to every part of the network.

Correct Answers: B

9: What is one way that Cisco Security can decrease customer implementation costs?

- A. through better security management products
- B. through dedicated security appliances
- C. by using the existing infrastructure
- D. by reducing the number of people to train

Correct Answers: C

10: Which two of these actions describe how management and analysis tools help customers monitor their network security? (Choose two.)

- A. reporting and validating threats
- B. managing one or two security devices
- C. configuring one or two security devices
- D. creating network-wide and device-level security policies
- E. looking at all SNMP traffic on the network

Correct Answers: A D

11: NAC is an example of which principal characteristic of the Cisco SDN?

- A. adaptation
- B. collaboration
- C. differentiation
- D. integration

Correct Answers: B

12: How does the Cisco SDN relate to compliance?

- A.It addresses a large majority of PCI requirements.
- B.It uses anomaly detection to secure a device.
- C.It is point product-based.
- D.It uses IP protocol 50 (ESP) to securely communicate to network devices.

Correct Answers: A

13: Which government regulation opens up an opportunity to sell a Cisco Security Solution to companies that collect financial information?

- A.AS/NZS 4360
- B.BS 7799/ISO 17799
- C.SOX
- D.GLB Act
- E.HIPAA

Correct Answers: D

14: How do you begin a meaningful security discussion with a customer?

- A.Identify customer security needs and assets that need protection.
- B.Discuss individual products such as the firewall.
- C.Explain that there are many products that will meet customer needs.
- D.Install security agents and IPS.

Correct Answers: A

15: Which government regulation specifies which patient information must be kept private, how companies must secure the information, and the standards for electronic communication between medical providers and insurance companies?

- A.Basel II
- B.GLB Act
- C.HIPAA
- D.USA PATRIOT Act

Correct Answers: C