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Cisco

700-551

Express Security for Account Managers (ESAM)

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Version product

Question: 1

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 ASAv
- D. Software-defines 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

Question: 7

Which are three key customer issues with vulnerable cloud? (Choose three.)

- A. Malware attacks are expensive
- B. Lack of protection from cloud apps
- C. Solution to does not extend to cloud

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- D. Employees apps usage is not visible
 - E. Appropriate level of access
 - F. Complex mobile management

Answer: A, B, F

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