

# QUESTIONS & ANSWERS

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**Cisco**

# 700-295

*IPS Express Security Account Manager Representative*

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**QUESTION: 44**

With regard to deal qualification, what is the least qualified opportunity for Cisco AMP?

- A. The customer has Fire Eye deployed in the account.
- B. The customer has an IT security or investor relations team that addresses malware
- C. The customer has Cisco AMP in exploration mode.
- D. The customer has an antivirus or endpoint security displacement opportunity.

**Answer: D**

**QUESTION: 45**

In addition to application, context, and content awareness and an Agile Security engine, which feature does Gartner specify as part of a next-generation IPS solution?

- A. standard first-generation IPS
- B. firewalling
- C. encryption
- D. antivirus

**Answer: A**

**QUESTION: 46**

What is a primary selling point of Cisco AMP for Endpoints for a person who works with incident response?

- A. can be deployed as a physical appliance or as a virtual image
- B. goes beyond blocking to define the scope of the problem
- C. reduces response times by 50 percent and eliminates re-infections
- D. provides the most effective TCO to address malware

**Answer: C**

**QUESTION: 47**

Which main feature differentiates Cisco advanced threat-protection solutions from competing solutions?

- A. remediation capability
- B. continuous, rather than point-in-time, analysis
- C. network and endpoint capability
- D. cloud architecture

**Answer:** B

**QUESTION:** 48

What is the best sales approach for next-generation IPS?

- A. service providers
- B. data center
- C. compliance and Snort conversion
- D. hardware refresh and organizations that have suffered a breach

**Answer:** D

**QUESTION:** 49

After setting a foundation of visibility, what is the next main element of the new security model?

- A. threat-focused approach
- B. robust reporting
- C. platform-agnostic environment
- D. unified management

**Answer:** A

**QUESTION:** 50

Which three phases represents the Cisco attack continuum model? (Choose three.)

- A. middle
- B. beginning
- C. before
- D. during
- E. end

F. after

**Answer:** C, D, F

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