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Exam : **646-563**

Title : Advanced Security for Account Managers Exam

Version : DEMO

1. When do you align customer business requirements with the needed solution functionality?

A. when preparing for the business requirements workshop

B. while conducting the business requirements workshop

C. during preliminary technical discovery

D. in a technology strategy meeting

Answer: B

2. A company believes that buying and installing a firewall can solve their security problems. What reason for insufficient security is this customer illustrating?

A. risk analysis

B. lack of perceived risk

C. quantifying risks

D. quickly evolving networks and applications

Answer: B

3. How does preliminary technical discovery benefit the customer?

A. Information regarding an existing customer network is analyzed, which allows an appropriate solution to be developed.

B. Detailed technical requirements are defined and documented.

C. A technology strategy is presented to the customer.

D. The account team analyzes and validates the business requirements.

Answer: A

4. 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.

Answer: A

5. What trigger question would you use when assessing the benefit of a secure network access solution?

A. Have you ever experienced business disruption from an Internet attack, such as viruses or worms?

B. Do you want to provision your VPN, firewall, and IPS devices with a single management system?

C. Do you think you have a thorough strategy for detecting and correlating network intrusions?

D. What type of end users and applications need to access your network?

Answer: D