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What is the primary customer challenge that is created by the wide variety of security solution providers on the market? A. Choosing the right provider B. Contacting all providers for information C. Finding a low-cost option D. Determining the single best security product

Answer: A
QUESTION 24 What are two outcomes of preparing for the business requirements workshop? (Choose two.) A. defining detailed customer requirements B. aligning the solution with customer business needs C. discovering which requirements conflict with the solution D. defining stakeholders

Answer: AD
QUESTION 25 End-to-end protection and protection across the attack continuum are features that demonstrate, which two Cisco business values? (Choose two.)

A. Cost effectiveness B. Protection C. Control D. Flexibility E. Completeness

Answer: BC
QUESTION 26 The unmatched security that Cisco offers is demonstrated by its long-standing experience in which two options? (Choose two.) A. Mobile solutions B. Networks C. Software D. Security E. Devices

Answer: BD
QUESTION 27 Cisco Security can decrease customer implementation costs through which method? A. through reducing the number of people to train B. through better security management products C. through using the existing infrastructure D. through dedicated security appliances

Answer: C
QUESTION 28 The current comprehensive framework solutions that Cisco offers are divided into which three categories? (Choose three.) A. Data center security B. Cloud security C. Content security D. Network security E. Access security F. Internet security G. Advanced malware protection

Answer: CDE
QUESTION 29 Which Cisco business values are demonstrated by scalable solution and network adaptability? A. Cost effectiveness

B. Protection C. Control D. Flexibility E. Completeness

Answer: D
QUESTION 30 Which Cisco business value is represented by features of automatic updates and post- attack guidance? A. cost effectiveness B. flexibility C. protection D. completeness E. control

Answer: C
QUESTION 31 Which component of AMP provides the details that customers need to address problems after a breach is identified? A. context awareness B. file sandboxing C. rapid remediation D. continuous analysis E. network control

Answer: C
QUESTION 32 Which customer cost saver leverages current infrastructures without buying new appliances and avoids lengthy customizations? A. faster integration B. fewer resources to manage C. flexible licensing D. less time scoping a breach

Answer: C
QUESTION 33 Which three business outcomes do customers want to achieve? (Choose three.)

A. access to user's personal information B. flexible solutions C. managed environment D. complete protection E. complete cloud security model F. additional firewalls for additional protection

Answer: BCD
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