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650-148

Cisco

ISSE Cisco IronPort Sales Specialist - Email

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QUESTION: 1
Which of the following is a good feature to enable during email security appliance (ESA) evaluations?

A. Bounce verification
B. Unwanted Market Message Detection
C. Mail Flow Central
D. Centralized Management

Answer: A

QUESTION: 2
Your prospect says they aren't willing to make big changes to their networks to try a Cisco IronPort solution. That's a problem because Cisco IronPort appliances can't be tested unless they are the primary gateway or filter?

A. True for both ESA and WSA
B. False for both ESA and WSA
C. True for ESA but not WSA
D. True for WSA but not ESA

Answer: B

QUESTION: 3
Most of the features on the M-Series management appliance are specifically for

A. ScanSafe customers
B. Email Security Customers
C. Web Security Customers

Answer: B

QUESTION: 4
Multi-scan is associated with which of the following?

A. Anti-Spam Engine
B. Reputation Filtering
C. Anti-Virus Engine

Answer: C

QUESTION: 5
When deciding which size appliance to recommend, which of the following should you take into account?

A. Number of interfaces being deployed
B. Number of users
C. Number of sub-networks

Answer: B

QUESTION: 6
When a recipient receives a message that was encrypted on the C-Series, how can they read it?

A. Forward it as an attachment to their nearest Cisco IronPort reseller for decoding
B. Paste the message into the free CRES decoder service web page
C. Open the attachment and enter their personal password
D. Ask the sender for the private key they used during the encryption

Answer: C

QUESTION: 7
You want to know how soon the customer is likely to make a purchasing decision. Which of the following questions would be the best to ask?

A. What products are you evaluating this year?
B. When does the contract on your current solution expire?
C. Do you usually finance your network security purchases?
D. How dissatisfied are you with your current solution?

Answer: D

QUESTION: 8

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