

00M-225

IBM

*IBM Tivoli Internet Security Systems Sales Mastery
Test v2*

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QUESTION: 1

Based upon discussions with several different vendors, a client has requested an Intrusion Prevention System (IPS) competitive evaluation. What action should the seller take?

- A. Request that IBM Global Finance deliver evaluation equipment to the client
- B. Complete the evaluation agreement form, and deliver the equipment to the client for testing
- C. Provide the client with a tour of a Global Security Operations Center to showcase the capabilities of IBM security products
- D. Work with a Systems Engineer to schedule delivery and implementation of the evaluation product in the client's environment.

Answer: D

QUESTION: 2

A Business Partner identifies a large intrusion prevention and managed services opportunity with a long-term client. Because of the size of the opportunity, the IBM Sales Representative recommends engaging the local IBM Security Specialist. Which statement is correct regarding this opportunity?

- A. The Business Partner refers the opportunity to the IBM Specialist and receives a 20% finder's fee
- B. The IBM Specialist takes control of the opportunity and the Business Partner fulfills the order.
- C. The IBM Specialist provides a client business plan to the IBM Sales Representative to guide the Business Partner.
- D. The Business Partner keeps ownership of the progression of the opportunity while the IBM Specialist provides support

Answer: D

QUESTION: 3

An IBM Business Partner is planning a security event for several regional clients in the retail industry. Which actions should an IBM Business Partner take?

- A. Research Partner World for industry specific marketing collateral.

- B. Engage Techline to develop presentation content and help pay for a local venue.
- C. Ask IBM to send out invitations to their clients
- D. Engage their IBM Security Representative and request support from Channel Marketing to obtain a reputable industry security speaker for the event and to help with invitations, presentation content, and logistics

Answer: D

QUESTION: 4

IBM Security positions its products as being "ahead of the threat-How is this achieved?

- A. By relying on regular signature updates.
- B. By not disclosing vulnerabilities until a patch is available for products.
- C. By not relying on signature updates and utilizing heuristics.
- D. By taking feeds from the global Managed Security Services operation and providing updates in real time.

Answer: C

QUESTION: 5

What is the name of the IBM Security research and development organization?

- A. Global Security Operations Center
- B. X-Force
- C. X-Cert
- D. Security Intel Resource

Answer: B

QUESTION: 6

A client is concerned about the number of security agents currently supported on its desktop image. What should the Systems Engineer discuss?

- A. How IBM Security Network Intrusion Prevention System appliances reduce the risk of infection or breach and mitigate the need for most security agents on the desktops.



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