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Cisco

Advanced Security for Account Managers (ASAM)

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Question: 1
You are meeting with an enterprise customer that has a multivendor network. Which Cisco Security product should you position with this customer?

A. CiscoWorks VPN/Security Management Solution Basic
B. Cisco Security MARS
C. Cisco Router and Security Device Manager
D. Cisco PIX Device Manager

Answer: B

Question: 2
Which security management offering helps customers to readily and accurately identify, manage, and mitigate network attacks and to maintain network security compliance?

A. Cisco Security Manager
B. Cisco Network Assistant
C. Cisco NAC
D. Cisco Security MARS
E. Cisco Security Agent
F. Cisco Trust Agent

Answer: D

Question: 3
In terms of the network life-cycle, what should you consider when evaluating the TCO of a security solution?

A. Planning and design phases
B. Implementation and operation phases
C. The entire network life-cycle
D. Operation phase
E. Planning phase

Answer: C

Question: 4
You are meeting with a customer who is concerned about ongoing network threats and vulnerabilities within the corporate network. How should you position the Cisco SDN with this customer?

A. The Cisco Self-Defending Network is the Cisco solution that protects the network of an organization. The SDN strategy offers security products that will defend your network before attacks occur. SDN products use industry-leading technologies, which will enable your company to stay up to date on network security.
B. Cisco NAC is a complete, end-to-end security solution that enables endpoints to be admitted to the network based on their adherence to security policy as enforced by network devices, such as routers and switches. NAC is a solution that will protect business processes and the network of your organization by identifying, preventing, and adapting to security threats.
C. Cisco SDN solutions are adaptive, allowing for innovative behavioral methods to be deployed in order to automatically recognize new types of threats as they arise. Mutual awareness can exist among and between security services and network intelligence, thus increasing security effectiveness and enabling a much more proactive response to new types of threats.
D. Most network threats and vulnerabilities arise from inefficient access control. Cisco VLAN solutions are a part of the Self-Defending Network strategy, and can segment users into

different workgroups or virtual LANs based on whom they are, not where they are. In turn, VLAN solutions prohibit hackers from gaining network access, and will dramatically lessen the pains you are experiencing with network threats and vulnerabilities.

Answer: C

Question: 5
Which Cisco Security Solution helps organizations to effectively avoid disruptions that are caused by worms or viruses, while also helping to control the costs of deploying and maintaining a secure network?

A. CiscoWorks VPN/Security Management Solution
B. Cisco Security Monitoring, Analysis and Response System
C. Theft of Information Solution
D. Outbreak Prevention Solution

Answer: D

Question: 6
How does the Cisco Security Agent work in conjuction with third-party antivirus software?

A. Cisco Security Agent checks the status of third-party antivirus software and makes a decision about compliance.
B. Cisco Security Agent checks the status of third-party antivirus software and forwards it to the third-party antivirus policy server.
C. Cisco Security Agent checks the status of third-party antivirus software and forwards it to the policy server (ACS).
D. Cisco Security Agent enhances the security by sandboxing the applications and the system in addition to the antivirus protection offered by the antivirus software.
E. Cisco Security Agent makes the antivirus software superfluous.

Answer: D

Question: 7
Which security pain point can be resolved by each of these security products: Cisco ASA 5500 Series Adaptive Security Appliances, Cisco PIX Firewall 500 Series, Cisco Security Agent, and the Cisco Guard DDoS Mitigation Appliances?

A. Business disruption from an Internet attack, such as viruses, worms, and/or hackers
B. Difficulty enforcing compliance to security policies that govern desktop antivirus software
C. Extension of the investment in an existing Cisco router by making it a fully secure WAN device
D. Remote employees that require access to the corporate network
E. Firewall functionality that scales from the branch office to the network core

Answer: A

Question: 8
Which three technologies allow the Cisco SDN to adapt to new threats as they arise? (Choose three.)

A. Antivirus
B. Application awareness
C. Behavior recognition
D. Firewalling
E.Network control

F. VPN

Answer: B, C, E

Question: 9
Why do end users need to be aware of the security policy?

A. Some security decisions are usually in their hands.
B. They should understand the probability of every risk.
C. They need to be aware of every threat.
D. They should avoid responsibility for their actions.

Answer: A

Question: 10
Which three elements should an enterprise security policy specify? (Choose three.)

A. Risks and how to manage the risks
B. Network inventory
C. User roles and responsibilities
D. Software versions of the security products
E. Contingency plan in case of compromise
F. Funds allocated to security projects

Answer: A, C, E

Question: 11
Which business enabler provides a defense against damages and losses (such as financial, legal, commercial, image, branding, property, and people), which directly affect the ability of a company to do business?

A. Government regulations
B. Protection
C. Ubiquitous access
D. Contribution to profitability

Answer: B

Question: 12
Which two factors should be considered when calculating the cost of downtime? (Choose two.)

A. Number of compromised servers
B. Server downtime (in hours)
C. Time (in hours) to rebuild servers
D. Average revenue per hour

Answer: B, D

Question: 13
To successfully sell security products, you must identify customer pain points, and then map those pain points to Cisco Security Solutions that solve them through successful threat mitigation. What are three Cisco Security Solutions that directly relate to common security pain points that are identified in the annual CSI/FBI Computer Crime and Security Survey? (Choose three.)

A. Application Abuse Prevention Solution

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and many others.. See complete list Here