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## **Q&A**

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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**