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## **Q&A**

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**Exam : M2150-860**

**Title : Sales Foundations for IBM  
Security V1**

**Version : DEMO**

1.Which two customer pain points should be addressed first when selling BigFix? (Select 2)

- A. Failed audits
- B. High network traffic
- C. Compliance concerns
- D. Organizational re-structuring
- E. Increasing costs of data protection
- F. Increasing number of mobile devices

**Answer:** A,C

2.What is an effective response if a customer says that they use native database logging and do not need Guardium Data Activity Monitor For Guardium Data Protection for Databases)?

- A. Native logs cannot be evaluated by a SIEM solution.
- B. Native logging can impact performance by 10-45% and thus often gets turned off.
- C. Guardium Data Activity Monitor (or Guardium Data Protection for Databases) provides an executive risk dashboard.
- D. Change the focus of the discussion from Guardium Data Activity Monitor (or Guardium Data Protection for Databases) to Guardium Database Log Manager.

**Answer:** A

3.What is the recommended action when a customer asserts that all of IBM's Cloud Identity Service (CIS) customers are large businesses?

- A. Indicate that CIS includes 4 subscription packages to cover clients of all sizes.
- B. Indicate that IBM also has Cloud Identity Connect for small and medium businesses.
- C. Move the focus of the discussion to how an IBM Security Access Manager (ISAM) appliance can save significant costs.
- D. Move the focus of the discussion to IBM Security Identity and Access Assurance, which addresses all identity and access management (IAM) requirements and includes QRadar Log Manager.

**Answer:** C

4.What should a seller say to a customer who says deploying MaaS360 takes too long and is too expensive?

- A. IBM has a full suite of mobile software that spans the complete mobile landscape.
- B. A proof of concept can be created to demonstrate that MaaS360 can meet your security needs.
- C. MaaS360 can be deployed in less than 6 hours and has an return on investment of 12 months or less.
- D. Although deploying MaaS360 takes considerable time, the protection of your entire mobile environment is worth it.

**Answer:** D

5.Which IBM Security Services channel programs offer an annual revenue stream, typically on a 3-year basis?

- A. Security Operations Center (SOC) design, build, and test
- B. Consulting services such as assessment and testing services
- C. Managed security services such as firewall or SIEM management
- D. Product professional services such as product installation and integration

**Answer: C**