

IBM 000-M195

M195 IBM Security Solutions Sales Mastery Test v1
Version: 4.0

QUESTION NO: 1

The IBM Security Framework defines the need for repeatable, testable and automated controls for all but:

- A. Data security
- B. Applications security
- C. Asset management
- D. Infrastructure protection

Answer: C

Explanation:

QUESTION NO: 2

What are the key security features of IBM Security Virtual Server Protection for VMware?

- A. Rootkit Detection, Firewall, Intrusion Prevention, Virtual Network Admission Control, File Integrity Monitoring.
- B. Rootkit Detection, Firewall, Intrusion Prevention, Virtual Network Admission Control, Auditing.
- C. Rootkit Detection & Removal, Firewall, Intrusion Prevention, Virtual Network Admission Control, Auditing.
- D. Rootkit Detection, Firewall, Intrusion Detection Only, Virtual Network Admission Control, Auditing.

Answer: B

Reference:http://www-01.ibm.com/software/tivoli/products/virtual-server-protection/features.html?S_CMP=wspace

QUESTION NO: 3

Which of the following Security Focus areas as shown in the IBM Security Framework are addressed with IBM Security Services offerings?

- A. Data and Information Security.
- B. Application Security.
- C. Network, Server and Endpoint Security
- D. All of the above.

Answer: D

Reference:<http://www->

07.ibm.com/smb/in/businesscenter/forwardview/security_framework/august_2011_edition.html

QUESTION NO: 4

What is not one of the major contributing elements of IBM's Smarter Planet initiative?

- A. Interconnected
- B. Integrated
- C. Intelligent
- D. Instrumented

Answer: B

Reference:<http://www.ibm.com/smarterplanet/us/en/overview/ideas/>

QUESTION NO: 5

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

Explanation: The action a seller should take is to work with systems engineer to schedule delivery of the product and implementation as well. A seller can always get the evaluation agreement form later on but first he/she needs to prepare properly by discussing the situation with systems engineer and laying out a plan to implement the evaluation product in client's environment.