

**Cisco 646-563**

**646-563 Advanced Security for Account Managers  
Exam  
Practice Test  
Version 3.7**

**QUESTION NO: 1**

Which two of these statements describe why Cisco offers the security solution with the lowest operational cost? (Choose two.)

- A. Cisco ensures third-party integration.
- B. Cisco is able to meet PCI requirements.
- C. Cisco solves the broadest suite of threats.
- D. Cisco maximizes training costs for the IT group.
- E. Cisco has established partnerships with all key players.

**Answer: C,E**

**QUESTION NO: 2**

How does preliminary technical discovery benefit the customer?

- A. A technology strategy is presented to the customer.
- B. Information regarding an existing customer network is analyzed, which allows an appropriate solution to be developed.
- C. The account team analyzes and validates the business requirements.
- D. Detailed technical requirements are defined and documented.

**Answer: B**

**QUESTION NO: 3**

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 Agent
- B. Cisco Security Manager
- C. Cisco NAC
- D. Cisco Network Assistant
- E. Cisco Security MARS

**Answer: E**

**QUESTION NO: 4**

What is one way that Cisco Security can decrease customer implementation costs?

- A. by using the existing infrastructure
- B. through dedicated security appliances
- C. through better security management products
- D. by reducing the number of people to train

**Answer: A**

#### QUESTION NO: 5

How does the Cisco ASA with the CSC module protect the network? (Choose two.)

- A. It blocks incoming e-mail and web threats.
- B. It guarantees regulatory compliance.
- C. It prevents network intrusion with an IPS.
- D. It provides VoIP enhancements.
- E. It prevents loss of sensitive information with integrated antivirus protection.

**Answer: A,E**

#### QUESTION NO: 6

How does security technology assessment drive continuous improvements?

- A. by recommending remediation measures, such as optimizing device configurations, planning capacity, and resolving quality issues
- B. by assessing the current state of the customer operations
- C. by assessing the realization of ROI and other benefits of the security system
- D. by defining project milestones

**Answer: A**

#### QUESTION NO: 7

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

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

**Answer: A**

**QUESTION NO: 8**

Which two of these choices describe how the secure network access solution provides value to the customer? (Choose two.)

- A. permits a man-in-the-middle attack
- B. makes mobility more cost-effective
- C. provides an unencrypted solution
- D. reduces the amount of equipment
- E. allows for secure Internet browsing

**Answer: B,D**

**QUESTION NO: 9**

How does the Cisco SDN relate to compliance?

- A. It is point product-based.
- B. It uses anomaly detection to secure a device.
- C. It addresses a large majority of PCI requirements.
- D. It uses IP protocol 50 (ESP) to securely communicate to network devices.

**Answer: C**

**QUESTION NO: 10**

Which Cisco solution provides host protection against security violations by focusing on the behavior of the device?

- A. Cisco PIX Firewall
- B. NAC Appliance
- C. host Analyzer
- D. Cisco Security Agent
- E. Cisco Adaptive Security Appliance

**Answer: D**

**QUESTION NO: 11**

Why is a risk management strategy needed?

- A. It would take into consideration theft of data as a major risk.
- B. The network can never be 100 percent secure.
- C. This will determine the risk/cost value.
- D. Each risk is equally detrimental to security.

**Answer: B**

#### QUESTION NO: 12

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

- A. contingency plan in case of compromise
- B. network inventory
- C. risks and how to manage the risks
- D. software versions of the security products
- E. user roles and responsibilities
- F. funds allocated to security projects

**Answer: A,C,E**

#### QUESTION NO: 13

How do you begin a meaningful security discussion with a customer?

- A. Identify customer security needs and assets that need protection.
- B. Discuss individual products such as the firewall.
- C. Install security agents and IPS.
- D. Explain that there are many products that will meet customer needs.

**Answer: A**

#### QUESTION NO: 14

How does business case alignment improve the overall success of network integration? (Choose two.)

- A. by increasing customer satisfaction
- B. by recommending change to the customer
- C. by defining project milestones

- D. by assessing the realization of ROI and other benefits of the security system
- E. by assessing the current state of customer operations

**Answer: B,D**

#### QUESTION NO: 15

How is the Cisco SDN strategy collaborative?

- A. Security features allow for communication between endpoints, network elements, and policy enforcement.
- B. Firewalling,VPNs, and trust capabilities are used.
- C. Security technologies are distributed to every part of the network.
- D. Behavioral methods are deployed to automatically recognize new types of threats as they arise.

**Answer: A**

#### QUESTION NO: 16

What can Cisco offer through the Cisco SDN in addition to broad self-defending network solutions?

- A. solutions that are developed solely by Cisco
- B. increased risk mitigation
- C. policy compliance
- D. unsurpassed industry collaboration and support

**Answer: D**

#### QUESTION NO: 17

What three phases of the network lifecycle should be the focus for account managers selling security solutions? (Choose three.)

- A. optimize
- B. design
- C. prepare
- D. operate
- E. plan

**Answer: A,C,E**