

Cisco

Exam 646-580

**Selling Advanced Security for Account Managers v4.0 Smart
Services for AM/SE**

Version: 6.1

[Total Questions: 56]

Question No : 1

What are three major trends that fuel the demand for security? (Choose three.)

- A. mobility
- B. collaboration
- C. bandwidth optimization
- D. cloud
- E. IT standardization

Answer: A,B,D

Question No : 2

What does not need to be considered in regard to the customer's workflow?

- A. how the customer securely accesses the online software solutions
- B. the number of antivirus products that are in use on the customer's network
- C. how the service partner can securely use outsourced engineers
- D. how the service engineer accesses customer and service company information

Answer: B

Question No : 3

Which three statements accurately describe the evolution of the workplace and its impact on security? (Choose three.)

- A. Mobility causes location borders to shift.
- B. Cloud services cause end-user locations to shift.
- C. Cloud services cause application borders to shift.
- D. IT consumerization causes location borders to shift.
- E. IT consumerization causes device borders to shift.

Answer: A,B,E

Question No : 4

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Which two statements best describe the challenges that customers encounter when providing services in a borderless world? (Choose two.)

- A. how to secure standardized end-user equipment
- B. how to manage security
- C. how to access cloud applications and data securely
- D. how to secure access within the company network
- E. the type of WAN to deploy

Answer: B,C

Question No : 5

What are two security effects of BYOD? (Choose two.)

- A. TCO is reduced because employees use their privately owned devices.
- B. Corporate content must be secured on devices that are owned by employees.
- C. Numerous new devices must be securely integrated into the corporate infrastructure.
- D. Corporate users expect the same look and feel when using their own devices.

Answer: B,C

Question No : 6

Which statement best describes the impact of cloud applications?

- A. Moving applications to the cloud simplifies security.
- B. Access to cloud applications is only possible from dedicated endpoints.
- C. There is no need to inspect data coming from the cloud for malicious content.
- D. Using cloud services causes loss of control, which needs to be addressed by additional security measures.

Answer: D

Question No : 7

Which statement is true regarding the security of IPv6?

- A. IPsec is an integrated part of IPv6 and, therefore, all IP-related security threats are eliminated when using an IPv6-only network.
- B. Existing IPv4 firewalls can secure IPv6 traffic if IPv6 is tunneled over IPv4.
- C. Existing IPv4 firewalls can secure IPv6 traffic unless IPv6 is tunneled over IPv4.
- D. Endpoints that tunnel IPv6 over IPv4 can traverse firewalls without inspection of the IPv6 traffic.

Answer: D

Question No : 8

What is a major challenge in the retail market?

- A. supply chain reduction
- B. enabling IPsec VPN connectivity to the customers
- C. securing critical data, such as payment information
- D. sharing confidential content with customers

Answer: C

Question No : 9

What are two requirements to enable centralized PoS applications? (Choose two.)

- A. physical security at the stores
- B. IP surveillance at the stores
- C. secure network infrastructure
- D. implementing intrusion prevention at the network edge of the stores
- E. reliable and highly available network infrastructure

Answer: C,E

Question No : 10

What is a major challenge of manufacturing markets?

- A. managing global supply chains