

# DUMPS ARENA

## Express Security for Account Managers (ESAM)

Cisco 700-551

Version Demo

Total Demo Questions: 10

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**QUESTION NO: 1**

Which incentive program lets you demonstrate and gain proficiency in Cisco technologies cost-effectively?

- A. Solution Incentive Program
- B. Not for Resale Program
- C. Teaming Incentive Program
- D. Express Security Program
- E. Technology Migration Program

**ANSWER: E**

**QUESTION NO: 2**

What are three benefits does the Cisco Partner Ecosystem provide partners? (Choose three.)

- A. Customer software buying modules
- B. A complete security solution portfolio
- C. An evolving threat landscape
- D. Partner enablement incentives, and marketing support
- E. Comprehensive security co-partners
- F. A workspace in Silicon Valley

**ANSWER: B E F**

**QUESTION NO: 3**

Which three are key points from the Threat-Centric module? (Choose three)

- A. The Cisco Security Portfolio provide security across the entire business environment
- B. Cisco Security provides direct, simple, and balanced detection by driving customer outcomes
- C. Customers are searching for security answers without interrupting productivity
- D. Cisco Security is the #1 threat model
- E. Cisco Security provides flexible, simple, and integrated advanced threat detection, through a multilayered approach

F. An effective security solution can help overcome ever-growing security challenges

**ANSWER: B D E**

**QUESTION NO: 4**

Which two are attack vectors protected by Malware Protection? (Choose two.)

- A. Voicemail
- B. Cloud apps
- C. Mobile
- D. E-mail
- E. Campus and Branch

**ANSWER: D E**

**QUESTION NO: 5**

What is a great option for new customers within Platform Selling?

- A. Platform sale
- B. License sale
- C. Platform subscription sale
- D. Appliance sale

**ANSWER: B**

**QUESTION NO: 6**

What are the three key issues that customers with compliance standards issues are dealing with? (Choose three.)

- A. Lack of access policies
- B. Government controlled security
- C. E-mail exposure
- D. Device incompatibility
- E. Malware attacks

F. Network visibility

**ANSWER: A D F**

**QUESTION NO: 7**

Which are two attack vectors protected by NGFW? (Choose two.)

- A. Campus and Branch
- B. Voicemail
- C. Data Center
- D. Cloud apps
- E. E-mail

**ANSWER: C E**

**QUESTION NO: 8**

What business outcomes are most customers driving to achieve in response to the current security threat landscape?

- A. Increased scalability blocking only current threats: enabled business
- B. Complete protection, visibility control and enabled business
- C. Increased scalability visibility & control, blocking only current threats
- D. Complete protection, increased fragmentation, enabled business

**ANSWER: B**

**QUESTION NO: 9**

What is an attribute that Cisco Talos possesses?

- A. 3rd party applications integrated through comprehensive APIs
- B. Detection of threats communicated within 24 hours of occurrence
- C. Ability to detect threats across all layers of defense
- D. Blocks threats in real time
- E. Real-time threat intelligence

**ANSWER: E**

**QUESTION NO: 10**

What ISR appliance would you use if your customer is a small business that requires integrated switching and routing and WAN redundancy?

- A. Cisco 4000 series ISR
- B. FirePOWER 7000 series
- C. Cisco 800 series ISR
- D. FirePOWER 2100 series
- E. FirePOWER 8000 series

**ANSWER: A**