

# DUMPS ARENA

## Sales Foundations for IBM Security V1

IBM M2150-860

Version Demo

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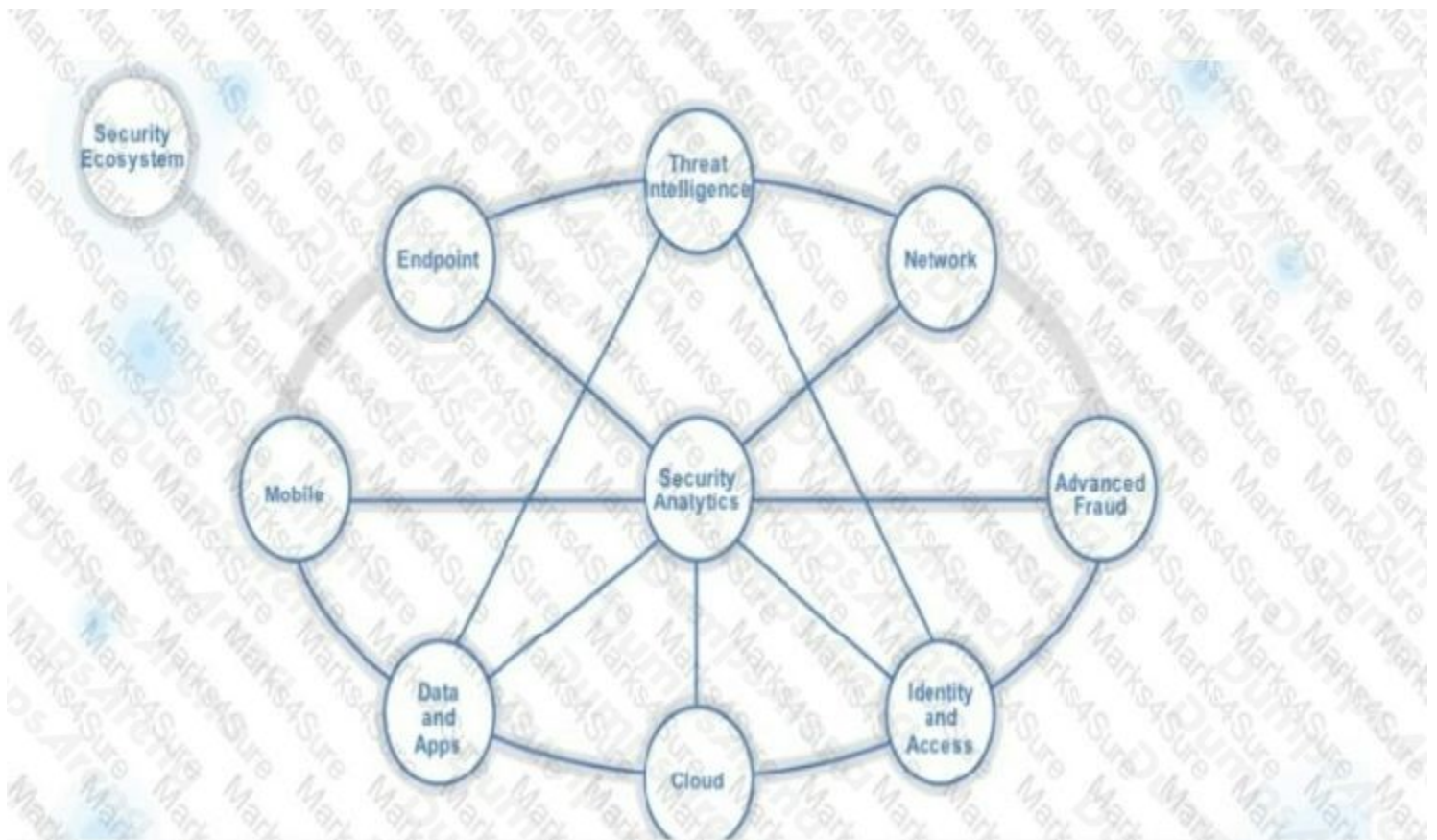
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**QUESTION NO: 1**

Which IBM Security solution is part of IBM's integrated approach against insider threats for the Financial Services Sector (FSS)?

- A. IBM Watson Analytics
- B. IBM Security AppScan Enterprise
- C. IBM Security Key Lifecycle Manager
- D. IBM Security Guardium Data Protection for Databases

**ANSWER: A****QUESTION NO: 2**

- A. IBM QRadar

- B. IBM Cognos Analytics
- C. IBM Watson for Cyber Security
- D. IBM Cognitive Security Analytics

**ANSWER: C**

### QUESTION NO: 3

Which are the top three drivers for security concerns in the Education industry?

- A. Digitization, industry integration and mobility
- B. Digitization, workforce consolidation and globalization
- C. Industry consolidation, digitization and Internet of Things (IoT)
- D. Industry consolidation, cost reduction and Internet of Things (IoT)

**ANSWER: C**

### QUESTION NO: 4

What two are among the top three security concerns in the Financial Services Sector? (Select 2)

- A. Cost cutting
- B. Secure vaults
- C. Insider threats
- D. Fraudulent transactions
- E. Organizational structure
- F. Monitoring infrastructure

**ANSWER: B D**

### QUESTION NO: 5

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**