Vendor: Cisco

Exam Code: 646-580

Exam Name: Advanced Security for Account Managers (ASAM)

Version: DEMO

QUESTION 1
What are the three main drivers for changing operations? (Choose three.)

A. change of market trends
B. change of competition
C. change of application software version
D. change of relative strengths
E. change of networking equipment in the network
F. change of ISP
G. change of internal collaboration solutions

Answer: ABD

QUESTION 2
What are two common requirements of most tasks in business processes? (Choose two.)

A. interaction
B. sharing office spaces
C. collaboration
D. globalization
E. managing external resources

Answer: AC

QUESTION 3
Which statement correctly describes the relevance of security within a business process?

A. In order to create a streamlined business process, all devices and applications must be integrated securely and reliably.
B. Each business process on its own relies on a small fragment of the overall security implementation.
C. Operations are a key enabler of security.
D. Security is influenced by quality, performance, cost, and time of a business process.

Answer: A

QUESTION 4
Customers might believe that a multivendor solution that is the best product in its category allows more choices and is generally cheaper. What is the weakest argument against this belief?

A. The maximum TCO premium of Cisco over other vendors, in most cases, is not more than 7 percent due to IT savings and extended product lifecycles. In addition, Cisco SecureX provides architectural benefits.
B. Labor constitutes up to 50 percent of TCO and Cisco delivers 5 to 10 percent labor savings driven by the Cisco end-to-end security approach and single-vendor platform.
C. The Cisco architectural approach delivers quality solutions that include improved network uptime, higher user productivity, and lower threat of security breaches.
D. Cisco addresses the higher costs with Cisco Capital financing offers.

Answer: D

QUESTION 5
Considering the large number of security vendors, customers may be confused about the role
that Cisco has in this market. Which two statements correctly describe the Cisco market share?
(Choose two.)

A. With a market share of more than 20 percent, Cisco is the leader in security appliances and software.
B. With a market share of more than 30 percent, Cisco is second in security appliances and software.
C. In addition to the security-related products, Cisco SecureX Architecture fully integrates all architectures across the widest networking, collaboration, and data center portfolio in the marketplace.
D. Considering Cisco security-related products and security services, the Cisco market share is more t han 85 percent.

Answer: AC

QUESTION 6
Business priorities, or customer pain points, are what influence most customer decisions. Cisco
Smart Services address which three critical business priorities? (Choose three.)

A. increase operational efficiency ?
B. deliver training
C. improve network availability, compliance, and security
D. enable business agility
E. organize files?
F. improve customer satisfaction

Answer: ACD

QUESTION 7
Cisco Collaborative Professional Services allows partners to combine their resources with Cisco
assets to perform which three tasks? (Choose three.)

A. expand or augment partner professional services
B. increase customer satisfaction
C. encourage high-margin service revenues
D. enable sales of complex networks and architectures
E. shift focus to Cisco
F. replace partner services

Answer: ACD

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