



# 700-260<sup>Q&As</sup>

Advanced Security Architecture for Account Manager

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### QUESTION 1

Which two options are features of Cisco Enterprise License Agreements? (Choose two.)

- A. One agreement for each part of the business
- B. Short-term lifespan under one year
- C. Unforeseen costs and fees in the future
- D. Organic growth up to 20 percent
- E. Up-front pricing
- F. Limited consumption models

Correct Answer: DE

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### QUESTION 2

Why do partners often have a hard time selling their new security solutions to customers?

- A. Customers boast completely secure environments.
- B. Customers have antiquated solutions.
- C. Customers have overcrowded portfolios of security solutions from multiple vendors
- D. Customers show a lack of concern over malware and threats.

Correct Answer: C

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### QUESTION 3

What is the first stage of the Cisco software lifecycle where sellers engage with customers to create a strategy and development plan?

- A. upsell and cross sell
- B. asset management
- C. plan
- D. activate
- E. adopt
- F. renew

Correct Answer: D

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#### QUESTION 4

Which two options benefit a partner who is selling Cisco security solutions? (Choose two.)

- A. Incentives programs
- B. Lower total cost of ownership
- C. Simplified architecture solution
- D. Opportunities for new revenue
- E. Partner referrals

Correct Answer: CD

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#### QUESTION 5

Which three options must a customer look for when choosing a security solution provider? (Choose three.)

- A. delivers better partner and customer support
- B. offers more than just niche products
- C. is committed to security
- D. generates higher margins on each sale
- E. provides solutions at the lowest cost
- F. prioritizes one security solution above all else
- G. creates new market opportunities

Correct Answer: ABC

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