



M2090-728^{Q&As}

IBM Information Management Data Security & Privacy Sales Mastery
v1

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QUESTION 1

Your customer does a lot of testing and development overseas. Which solution should you immediately recommend to him/her:

- A. Guardium Data Activity Monitor
- B. Optim Data Masking
- C. Guardium Data Redaction
- D. Guardium Encryption Expert

Correct Answer: B

QUESTION 2

If the customer asks an IBM sales rep if Guardium supports the following items: "Dynamic Profiling", "User Rights Management", and "SCUBA", what is the most likely competitor is in the account?

- A. Oracle
- B. McAfee
- C. Application Security (AppSec)
- D. Imperva

Correct Answer: D

QUESTION 3

Your customer tells you that they have already have a security solution and they do not need to buy another one. What do you tell them?

- A. Other solutions are single purpose and don't scale with business growth or across databases, data types and computing models. They can't be managed centrally or build defense in depth.
- B. Other solutions are of lower quality and do not provide the premier functionality of IBM products
- C. Disengage from the client
- D. Ask them to discuss Guardium with their current security vendor

Correct Answer: A

QUESTION 4

The Infosphere Data Security and Privacy Solutions Value Proposition includes:



- A. Helping to prevent data breaches
- B. Ensure the integrity of Sensitive Data
- C. CPU acceleration
- D. All of the above

Correct Answer: B

QUESTION 5

The most compromised assets of an enterprise by percent of breaches for Web/application servers and Database Servers is small, but yet remain the most important to protect. Why is that?

- A. These servers contain the companies email system
- B. These servers contain the clients most valuable information
- C. These servers contain high volumes of structured data
- D. Both B and C

Correct Answer: BC

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