



M2090-728^{Q&As}

IBM Information Management Data Security & Privacy Sales Mastery
v1

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**QUESTION 1**

Home grown solutions are typically costly and ineffective when compared to Guardium Database Activity Monitor. The following are all reasons for this except:

- A. No automation or enterprise-wide policies
- B. High expertise to implement and maintain
- C. No separation of duties
- D. Insufficient testing of these solutions prior to implementation

Correct Answer: B

QUESTION 2

An S-TAP is:

- A. A hardware probe
- B. A software probe installed on the database server.
- C. A software probe sitting on the network
- D. An appliance.

Correct Answer: B

QUESTION 3

Which of the following is qualifying question you should ask the first time you speak to a new prospect/ client about IBM's Infosphere Privacy and Security Solutions?

- A. Have you worked with S-TAPs before?
- B. Do you know where does your sensitive or privacy data reside across and outside the enterprise? If so, where?
- C. How fast are your Production databases growing?
- D. What has your organization done to speed application development?

Correct Answer: B

QUESTION 4

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 5

What are the overall main business drivers for the Infosphere Security and Privacy Solutions?

- A. Security, Privacy, and Compliance
- B. Audit, discovery, and Data breach
- C. Fines, penalties, and negative reputation
- D. None of the above

Correct Answer: A

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