500-265 110 Questions Advanced Security Architecture for System Engineers

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Question 1
Which two of the following are concerns that an operations manager may have in making a decision on Cisco Collaboration?
Which two of the following are concerns that an operations manager may have in making a decision on Cisco Collaboration? (Choose two)
A. Reliability of the company infrastructure
B. Changing customer demands
C. Go-to-market time of new products or services
D. Fast adoption of organizational changes
E. How to engage with external suppliers quickly

Correct Answer: AD Explanation
Explanation/Reference:

Question 2
Which two characteristics would you describe as key differentiators for the Cisco ISR router compared to the competition?
Which two characteristics would you describe as key differentiators for the Cisco ISR router compared to the competition? (Choose two)
A. Integration of WLAN access points
B. Route network traffic down alternative paths to avoid congestion, which switches cannot do
C. Support of analog and digital voice connections
D. Decoupling the delivery of software from hardware on optional service modules
E. Delivery of innovative security services as part of the self-defending network at wirespeed performance

Correct Answer: DE Explanation
Explanation/Reference:

Question 3
Which two of the following are the main differentiators of Cisco Collaboration against the competition?
Which two of the following are the main differentiators of Cisco Collaboration against the competition? (Choose two)
A. Based on a strong IP network, Cisco offers a fully integrated collaboration architecture.
B. Cisco Collaboration is design to support interoperability with the solutions of other vendors.
C. Cisco solutions allow customers the highest operational agility, more than competitive solutions.
D. Cisco is open to integration or being integrated in any other collaboration solution seamlessly.
E. Cisco growth is organic and not based on large mergers with other leading vendors.

Correct Answer: AD
Explanation/Reference:

**Question 4**
Which two statements indicate that the customer needs an infrastructure that can efficiently accommodate organizational changes?

Which two statements indicate that the customer needs an infrastructure that can efficiently accommodate organizational changes? (Choose two)
A. Collaboration applications must be flexible to quickly adapt to changes in user demand.
B. We need technology to dictate and lead business processes.
C. Collaboration equipment must be deployed at several locations and data centers.
D. The lifetime of any technology in our company is approximately two to three years.
E. Future success of our company depends on operational agility.

Correct Answer: AE
Explanation/Reference:

**Question 5**
Which one of the following statements describes the three main themes of the Cisco Collaboration portfolio launch?

Which one of the following statements describes the three main themes of the Cisco Collaboration portfolio launch?
A. Invasive video, cloud application, and collaboration applications and device
B. Pervasive video, cloud collaboration, and collaboration applications and devices
C. Video everywhere, Microsoft integration, and Cisco WebEx Connect
D. Flip video reloaded, Enterprise Social Software, and Cisco Unified Communications 8.5

Correct Answer: B
Explanation/Reference:

**Question 6**
Which statement best describes how Cisco Collaboration Architecture can help to improve business performance in the value network?

Which statement best describes how Cisco Collaboration Architecture can help to improve business performance in the value network?
A. Cisco Collaboration Architecture deployment in an organization must be designed to improve business performance, regardless of the value network collaboration performance.
B. Correctly designed Cisco Collaboration Architecture deployment in an organization improves effective collaboration with supply chain and channels.
C. Mobile applications and enterprise social networking applications of Cisco Collaboration Architecture are designed to improve task performance in the value network.
D. Cisco Collaboration Architecture must be implemented in every element of the value network to improve the business performance of an organization.

Correct Answer: D
Explanation/Reference:
Question 7
How can Cisco collaboration service layer of Cisco Collaboration Architecture help managers to measure KPIs?
A. Cisco Collaboration service and infrastructure layers compose Cisco Collaboration Architecture that improves technical KPIs.
B. Conferencing, IP communications, telepresence, and other Cisco Collaboration services deliver additional information to show the increased business performance.
C. The Cisco Collaboration services layer is a standalone element of Cisco Collaboration Architecture and delivers services that directly improve business KPIs.
D. The Cisco Collaboration services layer delivers additional performance information to demonstrate increased business performance.
Correct Answer: D

Question 8
Which layers of the Cisco Collaboration Architecture is security implemented?
A. Cisco security solutions are integrated into the infrastructure layer and partially into the collaboration services layer.
B. Cisco provides advanced security solutions in the infrastructure and collaboration service layer while the collaboration applications layer security is ensured by third-party solutions.
C. Security is implemented in all the layers except in the medianet services interface layer.
D. Advanced Cisco security solutions are implemented in all layers of the Cisco Collaboration Architecture model.
Correct Answer: B

Question 9
Which of the following is a main business requirement in the financial services industry?
A. Reduce time to market for new innovative financial products
B. High-performance trading
C. Integration of financial trading applications at the desktop
D. Lower IT expenses through virtualization
E. Customer retention
Correct Answer: B

Question 10
Which two of the following are reasons why it is important to clearly understand a customer’s business model when preparing the Cisco Collaboration Architecture proposal for that customer?
Which two of the following are reasons why it is important to clearly understand a customer’s business model when preparing the Cisco CollaborationArchitecture proposal for that customer? (Choose two)

A. It helps to link Cisco Collaboration Architecture directly to that business model.
B. It unveils the weaknesses of the customer’s business model.
C. It presents how collaboration can increase efficiency and value creation.
D. It helps to show how to improve ROI and TCO, and align them with Cisco Collaboration Architecture
E. It defines CapEx and Op Ex and parameters for easier definition of value proposition.

Correct Answer: AC
Explanation/Reference:

**Question 11**
Which two statements describe how Cisco Validated Designs help to build BOM faster? (Choose two)
A. CVDs are used by Cisco Architects to preparation process.
B. Include BOM tools that simplify the BOM preparation process.
C. Cross- architectural aspects assist with proper design.
D. Proven, tested designs ensure BOM will not change frequently.
E. Focus on one architecture to make the solution and the BOM less complex.

Correct Answer: CD
Explanation/Reference:

**Question 12**
Which two ways does Cisco Unified Workspace Licensing help organizations to maximize the potential unified communications? (Choose two)
A. Cisco Unified Workspace Licensing allows integration of video and the Cisco Unified IP Phones 9900 Series.
B. Cisco Unified Workspace Licensing bundles various applications in one.
C. Cisco Unified Workspace Licensing allows you to download all Cisco Unified Communications software.
D. Cisco Unified Workspace Licensing allow you to integrate Microsoft Office Communicator for presence information.
E. Cisco Unified Workspace Licensing gives you the opportunity to deliver the full suite of Cisco Unified Communications applications to all users.

Correct Answer: BE
Explanation/Reference:

**Question 13**
Which two of the following are benefits of introducing partner services to the customer? (Choose two)
A. Increasing partner discount on Cisco products
B. increasing margin on Cisco services

Correct Answer: B
C. Increasing partner revenues  
D. Increasing customer intimacy  
E. Reducing partner TCO and improving partner ROI  

Correct Answer: CD  
Explanation/Reference:  

**Question 14**  
What are two benefits of Cisco Unified Mobile Communicator solutions?  
What are two benefits of Cisco Unified Mobile Communicator solutions? (Choose two)  
A. The ability to join Cisco WebEx meetings remotely with a variety of smart phones  
B. Keeping mobile cost under control  
C. Implementing the Cisco Unified Wireless IP phone 7925G as a full-featured GSM phone  
D. Deployment simplicity  
E. Elimination of desktop phones  

Correct Answer: AB  
Explanation/Reference:  

**Question 15**  
Which of the following is a reason why it is important to identify and collect business KPIs when designing the Cisco collaboration Architecture?  
Which of the following is a reason why it is important to identify and collect business KPIs when designing the Cisco collaboration Architecture?  
A. To be able to propose how the business model can be improved by using Cisco Collaboration Architecture  
B. To be able to understand the customer’s processes, partners, business model, strategy, and vision  
C. To be able to identify the weakest building blocks of the business model and propose Cisco Collaboration Architecture for that building block  
D. To be able to translate features and functionalities of Cisco Collaboration Architecture into benefits for measured KPIs  

Correct Answer: D  
Explanation/Reference:  

**Question 16**  
Which of the following solutions is most often presented in the healthcare vertical?  
Which of the following solutions is most often presented in the healthcare vertical?  
A. Energy Efficiency  
B. Customer Retention  
C. Customer Experience Transformation  
D. Mobile warehouse Management  
E. Cisco Expert on Demand  

Correct Answer: E  
Explanation/Reference:  

**Question 17**
Which statement best describes Cisco Smart Business Architecture?
A. Cisco Smart Business Architecture is a set of modeling tools that help customers design their future Cisco Collaboration Architecture model.
B. Similar to Cisco Validated Designs, Cisco Smart Business Architecture helps early adaptors to implement new technologies before they become mainstream technologies.
C. Cisco Smart Business Architecture is a set of advanced design guides to help customers and partners design new advanced architectures.
D. Cisco Smart Business Architecture is a solution-level series of step-by-step solution and architecture guides to help quickly and efficiently implement mainstream architectures.

Correct Answer: D
Explanation/Reference:

Question 18
Which two ways can Cisco Collaboration Architecture help improve customer satisfaction as one of the key business drivers of an organization?
A. Cisco WebEx and Cisco Tele Presence help create new dimensions of collaboration processes with customers.
B. Cisco advanced applications for mobile network providers improve mobile communications capabilities.
C. Cisco Unified Contact Center Express helps create a completely new service experience for customers.
D. Cisco support of Twitter tweets and Facebook groups helps improve effective business collaboration with customers.
E. Cisco secure networking can improve customer intimacy at a distance.

Correct Answer: AC
Explanation/Reference:

Question 19
What are two reasons for virtualizing Cisco communications applications?
A. Lower configuration costs
B. Deduce licensing costs
C. Lower implementation costs
D. Reduce cabling, rack space, and switch port costs
E. Reduce carbon footprint

Correct Answer: DE
Explanation/Reference:

Question 20
What are two generic features of value creation?
A. Shorten the corporate value chain
B. Optimize the security of corporate data
C. Increase margins through reduced costs in the value chain
D. Enhance the productivity of corporate management
E. Create new revenue streams

Correct Answer: CD Explanation
Explanation/Reference:

**Question 21**
Which statement about migrating to Cisco Unified Communications is true?
Which statement about migrating to Cisco Unified Communications is true?
A. A phased migration is best suited for single-site deployments, whereas a parallel cutover is better for multisite deployments.
B. If something unexpected occurs, the phased migration provides a back-out plan that allows you to revert, with minimal effort, to the previous system, which is essentially still intact.
C. A phased migration allows you to revert, with minimal effort, to the previous system.
D. A phased migration purchases individual components of the system as and when they are needed.

Correct Answer: D Explanation
Explanation/Reference:

**Question 22**
Which mode of operation does Cisco Unified Presence operate as an IM and presence server, supporting Cisco Unified Communications clients such as Cisco Unified Personal Communicator?
In which mode of operation does Cisco Unified Presence operate as an IM and presence server, supporting Cisco Unified Communications clients such as Cisco Unified Personal Communicator?
A. Standalone Cisco Unified Communications Manager
B. Microsoft Office interoperability bode
C. SIP proxy mode
D. Cisco Unified Communications mode

Correct Answer: D Explanation
Explanation/Reference:

**Question 23**
Which two of the following are typically parts of a Cisco Collaboration Architecture services proposal?
Which two of the following are typically parts of a Cisco Collaboration Architecture services proposal? (Choose two)
A. Medianet readiness assessment service
B. Collaboration dashboard services
C. Compliance strategy consulting services
D. Network security readiness assessment
E. End-user documentation services

Correct Answer: AD Explanation
Explanation/Reference:

**Question 24**
What would you tell the client about why convergence is important?
A potential client wants to know more about the convergence of voice and data. What would you tell the client about why convergence is important?
A. The Internet is rapidly evolving.
B. Flexibility, adaptability, and simplified maintenance are supported in converged networks.
C. Convergence will offer differentiated solutions.
D. Organizational and management costs decrease in separated networks.

Correct Answer: B
Explanation/Reference:

**Question 25**
Which two of the following market trends are so-called megatrends that create strategy, strategic goals, and business drivers for an organization?
Which two of the following market trends are so-called megatrends that create strategy, strategic goals, and business drivers for an organization? (Choose two)
A. Globalization
B. Virtualization
C. Cloud services
D. Social networking
E. OpEx and Cap Ex management
F. Technological development

Correct Answer: AF
Explanation/Reference:

**Question 26**
Why is the financial manager an integral part of the decision-making process?
Why is the financial manager an integral part of the decision-making process?
A. The financial manager is the influencer in the informal buying center.
B. One of the financial manager duties is to negotiate ever new investment with the supplier.
C. The financial manager is responsible for buying new infrastructure equipment in a company.
D. The financial manager is appointed to appraise potential investments.

Correct Answer: D
Explanation/Reference:

**Question 27**
Which three statements about the Cisco Voice Messaging portfolio are true?
Which three statements about the Cisco Voice Messaging portfolio are true? (Choose two)
A. Cisco Unity Express could be installed on a Cisco MCS server.
B. Cisco Unity Express offers integrated autoattendant capabilities.
C. Cisco Unity Express supports redundancy.
D. Cisco Unity Express supports up to 500 mailboxes.
E. Cisco Unity Connection supports up to 20,000 mailboxes per server.
F. Cisco Unity Connection messaging access is only supported via IP phones and email clients.
G. Cisco Unity Connection could be installed on a router.
H. Cisco Unity is offered as an appliance running on Linux.

Correct Answer: BCD
Explanation/Reference:
Question 28
How would you respond to a customer’s statement that the contact solution has already been available for years?

Correct Answer: B
Explanation/Reference:

Question 29
Which two Cisco collaboration functions are significantly improved by introducing Jabber technology?

Correct Answer: AC
Explanation/Reference:

Question 30
Which of the following is the main reason to start a customer opportunity design with an assessment approach?

Correct Answer: C
Explanation/Reference:

Question 31
Which three statements would you make to the client?

A potential client wants to know more about the differences between Cisco Unified Communications Manager, Cisco Unified Communications Manager Business Edition, and Cisco Unified Communications Manager Express. Which three statements would you make to the client? (Choose three.) Select exactly 3 answer(s) from the following:

A. Cisco Unified Communications Manager Express supports integrated messaging without any extra hardware.

B. Cisco Unified Communications Manager Express is installed on a single highly reliable server, such as the Cisco MCS.
C. Cisco Unified Communications Manager supports additional high availability through a clustering mechanism.
D. Cisco Unified Communications Manager contain voice, messaging, mobility, and video capabilities integrated as an all-in-one system on a single server.
E. Cisco Unified Communications Manager Business Edition supports redundancy only through SRST.
F. Cisco Unified Communications Manager Express provides call processing for as few as 15 and as many as 450 Cisco Unified IP phones.

Correct Answer: CEF

Explanation/Reference:

Question 32
Which of the following statement best describes the capability to enable any-to-any collaboration as one of the key Cisco collaboration differentiators?

Select exactly 1 answer(s) from the following:
A. Enable a unique and effective collaboration workspace.
B. Enable seamless voice communication as standard for business communication.
C. Enable people to collaborate securely using any suitable endpoint device to exchange information.
D. Enable voice, video, Web, and customer care collaboration applications across different cloud deployment models

Correct Answer: C

Explanation/Reference:

Question 33
Which of the following deployment scenarios will be most suitable for a customer that requires telephony feature transparency, requires high availability and has two sites with 3000 IP phones connected via a low-delay connection?

Select exactly 1 answer(s) from the following:
A. intermedia engine solution
B. multisite WAN with centralized call processing
C. clustering over the IP WAN
D. multisite WAN with distributed call processing

Correct Answer: C

Explanation/Reference:

Question 34
What are two benefits of the Cisco Unified IP Phones 9900 Series?

Select exactly 2 answer(s) from the following:
A. There is an option for an integrated video camera.
B. The phones reduce communications delays with rich presence and contact information.
C. All phones support up to three expansion modules.
D. They deliver high-definition voice.
E. The Cisco Unified IP Phone 9900 is a softphone.

Correct Answer: AD
Explanation/Reference:

**Question 35**
What is the main need of end users that needs to be addressed? Select exactly 1 answer(s) form the following:
Cisco Collaboration Architecture differentiates from other solutions in terms of a unified workspace that creates a unique user experience. What is the main need of end users that needs to be addressed? Select exactly 1 answer(s) form the following:
A. to have a centrally managed unified communication solution
B. to build up the architecture on any platform
C. to ensure that telepresence is a mandatory part of any Cisco Collaboration Architecture
D. to allow collaboration any time, on any device, and with any content
E. to establish appropriate security policies around collaboration applications

Correct Answer: D
Explanation/Reference:

**Question 36**
Where will an architect find the largest source of case studies, white papers, demonstrations, and vertical-oriented information around Cisco Collaboration Architecture?
Where will an architect find the largest source of case studies, white papers, demonstrations, and vertical-oriented information around Cisco Collaboration Architecture? Select exactly 1 answer(s) form the following:
A. Quick Start for Cisco Collaboration
B. Collaboration Business Case
C. Cisco Quote Builder
D. Cisco’s Steps to Success
E. Competitive Edge Portal

Correct Answer: B
Explanation/Reference:

**Question 37**
Which two of the following are main differentiators of the Cisco Collaboration Architecture?
Which two of the following are main differentiators of the Cisco Collaboration Architecture? (Choose two) Select exactly 2 answer(s) from the following:
A. integration of presence into the solution
B. ability of Cisco to integrate with many other collaboration solutions
C. business-to-business extensibility
D. overall cost of the solution

Correct Answer: BC
Explanation/Reference:
Question 38
Which two of the following will you need to uncover from the customer to evaluate therelevance and to properly position Cisco Collaboration Architecture?
Many tasks in an organization’s processes require collaboration. Which two of the following will you need to uncover from the customer to evaluate therelevance and to properly position Cisco Collaboration Architecture? (Choose two.) Select exactly 2 answer(s) from the following:
A. available network bandwidth between core processes departments
B. importance of interaction to perform the task
C. persons that are performing these tasks
D. resources that are required to perform these tasks
E. type of information to be shared between involved parties

Correct Answer: BD
Explanation/Reference:

Question 39
Which part of the ROI stack has the biggest impact on value creation?
Which part of the ROI stack has the biggest impact on value creation? Select exactly 1 answer(s) from the following:
A. management ROI
B. communication ROI
C. business ROI
D. operational ROI
E. strategic ROI

Correct Answer: C Explanation
Explanation/Reference:

Question 40
Which two of the following will you need to uncover from the customer to evaluate the properly position Cisco Collaboration Architecture?
Many tasks in an organization’s processes require collaboration. Which two of the following will you need to uncover from the customer to evaluate the properly position Cisco Collaboration Architecture? (Choose two.) Select exactly 2 answer(s) from the following:
A. Employee titles of people required to perform designated tasks.
B. Department titles of people that will be performing these tasks.
C. Available network bandwidth between core processes departments.
D. Type of information to be shared between involved parties.
E. Importance and type of interaction between parties involved.

Correct Answer: DE Explanation
Explanation/Reference:

Question 41
Why is collaboration such an important trend in the economy?
Why is collaboration such an important trend in the economy? Select exactly 1 answer(s) from the following:
A. Modernized communications tools can save a company money.
B. Employees appreciate the ease of use of modern Collaboration tools.
C. It can help increase the productivity of those processes and jobs that cannot be automated.
D. It is not an important trend for businesses and, therefore, the economy. Business results are not related to their collaboration tools.

Correct Answer: C Explanation
Explanation/Reference:

**Question 42**
Which two statements describe how Cisco Validated Designs help to build BOM faster?
Which two statements describe how Cisco Validated Designs help to build BOM faster? (Choose two.) Select exactly 2 answer(s) from the following:
A. They help a presales engineer to better understand a customer's business.
B. They help to verify any BOM that is created.
C. CVD’s are used by Cisco Architects to attach a network diagram to a BOM.
D. Cross-architectural aspects assist with proper design.
E. Proven, tested designs ensure BCM will not change frequently.

Correct Answer: DE Explanation
Explanation/Reference:

**Question 43**
Which two of the following are the main differentiators of Cisco Collaboration against the competition?
Which two of the following are the main differentiators of Cisco Collaboration against the competition? (Choose two.) Select exactly 2 answer(s) from the following:
A. Cisco heritage is in creating robust, secure IP networks. Cisco’s Collaboration Architecture is a natural, seamlessly integrated suite of applications which reside atop those IP networks.
B. Cisco growth is organic and not based on large mergers with other leading vendors.
C. Cisco’s Collaboration solutions are designed to support interoperability with the solutions of other vendors.
D. Cisco solutions allow customers high operational agility, which competitive solutions do not.

Correct Answer: CD Explanation
Explanation/Reference:

**Question 44**
Which of the following statements best describes the concept of the value chain?
Which of the following statements best describes the concept of the value chain? A. It defines relations between the supply between distribution chain through the core processes of an organization.
B. It describes connections and relations between the observed organization and its suppliers, channel partners, and customers.
C. It helps to explain how a company operates and which activities create value.
D. It defines methods on how supporting activities of an organization can bring increased profit margins.

Correct Answer: C Explanation
Explanation/Reference:
Question 45
Which statement best describes medianet?
A. Medianet enables Cisco Collaboration network management.
B. Medianet is the network infrastructure layer of video networks.
C. Medianet enables integration of video infrastructure with network infrastructure.
D. Medianet is an intelligent network that is optimized for rich media.

Correct Answer: D Explanation
Explanation/Reference:

Question 46
What is the single best set of benefits form a Cisco switched campus solution?
Select exactly 1 answer(s) from the following:
A. Streamlined communications, customer responsiveness, and operational efficiency
B. Software-based routing capabilities and enhanced QoS
C. Network intelligence, enhanced QoS, borderless security, availability, resiliency
D. Intelligent network devices combined with integrated application modules

Correct Answer: C Explanation
Explanation/Reference:

Question 47
When the telecommunication manager states that the existing digital phone system is delivering various features, what would be an appropriate answer?
Select exactly 1 answer(s) from the following:
A. Cisco Collaboration is more than just telephony; it is an elevating solution that will change the way employees work and interact.
B. Cisco Collaboration supports voice networks for a much lower cost than the existing phone system.
C. Cisco Collaboration integrates the existing phone system seamlessly.

Correct Answer: A Explanation
Explanation/Reference:

Question 48
Which two of the following are the major concerns of a desktop application manager who deploys a Cisco solution? (Choose two)
Select exactly 2 answer(s) from the following:
A. huge employee training efforts while rolling out new collaboration services from Cisco
B. how to connect a Cisco Collaboration Architecture to existing databases
C. security issues of the Cisco Collaboration applications
D. missing Cisco knowledge of the desktop application managers
E. integration with existing systems such as ERP or CRM

Correct Answer: CD Explanation
Question 49
Which application helps knowledge workers to gain and share information with others, inside and outside the organization? Select exactly 1 answer(s) from the following:
A. Cisco TelePresence presents project progress in front of the management board.
B. The Cisco Unified Computing System stores all project-based data and makes it available independent of time and location.
C. Cisco WebEx Connect is a platform for collaborating via IM and escalation to WebEx meetings.
D. Cisco Unified Mobility makes data available while not at the desk.
Correct Answer: C
Explanation/Reference:

Question 50
Which way does the Cisco Collaboration Architecture influence the creation of a value network? Select exactly 1 answer(s) from the following:
A. Effective collaboration between the supplier and customer in the value chain contributes to the quality of information exchange.
B. The network architecture that is established between organizations impacts the quality and performance of sharing services and goods in the value network.
C. The quality and performance of collaboration throughout the value network impacts effective information exchange between organizations.
D. The ineffectiveness of collaboration in value chain influences effective information exchange in the organization.
Correct Answer: C
Explanation/Reference:

Question 51
Which is collaboration such an important trend in the economy? Select exactly 1 answer(s) from the following:
A. It opens new opportunities in global trade by offering different communication and collaboration channels.
B. It efficiently connects suppliers with customers and raises customer satisfaction.
C. It can help reduce costs for communications globally.
D. It can help increase the productivity of those processes and jobs that cannot be automated.
Correct Answer: D
Explanation/Reference:

Question 52
Why is it important to have sophisticated management tools, such as Cisco Monitor Manager or...
Cisco Monitor Director, to offer this service?

Your customer wants to offer Cisco Smart Care. Why is it important to have sophisticated management tools, such as Cisco Monitor Manager or Cisco Monitor Director, to offer this service? Select exactly 1 answer(s) from the following:

A. Cisco Smart Care is a responsive service.
B. These management tools are suited to manage various service contracts from different customers.
C. These management tools enable views into potential problems before they impact a customer’s business.
D. With sophisticated management tools, you can open cases at Cisco TAC.

Correct Answer: C Explanation

**Question 53**

Which two tolls and resources can most efficiently help you to shorten the time to prepare the BOM?

Which two tolls and resources can most efficiently help you to shorten the time to prepare the BOM? (Choose two.) Select exactly 2 answer(s) from the following:

A. Cisco Collaboration Architecture resources on PEC
B. Cisco Collaboration Architecture Validated Designs
C. Cisco Collaboration Competitive Edge Portal
D. Cisco Unified Workspace Licensing tool
E. Cisco Smart Business Architecture

Correct Answer: BE Explanation

**Question 54**

What are two reasons why companies need Cisco Unified Access technology?

What are two reasons why companies need Cisco Unified Access technology? (Choose two.)

A. Fifty-six percent of employees who leave a company take private information with them.
B. Competitors are gaining a 33 percent market share.
C. Eighty-one percent of businesses allow personal devices at work that require access.
D. Staff is unable to keep up with newer data center technology.
E. Provisioning time for data centers has decreased from eight weeks to 15 minutes.
F. Management is expected to decrease IT budgets by 25 percent.
G. Companies need to secure data with unified access policies and essential controls.
H. Cloud data storage is 60 percent less cost-efficient than on-premises storage.

Correct Answer: CG Explanation

**Question 55**

Which elements of the typical workday does a properly implemented collaboration architecture affect?

In terms of collaboration, which elements of the typical workday does a properly implemented collaboration architecture affect? Select exactly 1 answer(s) from the following:

A. Customer trust, technology, and validated designs
B. Processes, culture, and technology
C. Making sure that technology fulfills the requirements and expectations
D. Processes mapping to the technology and culture

Correct Answer: B
Explanation/Reference:

**Question 56**
Which feature in Cisco WebEx is the most important differentiator compared to other vendor in the collaboration technology?
Which feature in Cisco WebEx is the most important differentiator compared to other vendor in the collaboration technology? Select exactly 1 answer(s) from the following:
A. Cisco WebEx is always installed on-premises.
B. With an account, everyone can join Cisco WebEx meetings.
C. Cisco WebEx could be installed or collocated with Cisco Unified Communications Manager.
D. Web conferencing service is delivered over a proprietary network, which is optimized for security, performance, and reliability.

Correct Answer: Explanation
Explanation/Reference:

**Question 57**
Which way can Cisco partners benefit from offering a wide range of collaboration-related services?
Services are creating additional revenue. In which way can Cisco partners benefit from offering a wide range of collaboration-related services?
A. Increase their revenues by selling a full range of Cisco collaboration services.
B. Offer Cisco and partner-provided services that support customers and improve their market differentiation, thus increasing their revenues.
C. Get Cisco Collaboration ATP certification to be allowed to deliver additional services and increase revenue by sales commission.
D. Offer a full range of Cisco services delivered through Cisco Advanced Services and increase revenue by sales commission.

Correct Answer: B
Explanation/Reference:

**Question 58**
Which Cisco Secure Access solution provides centralized policy management to give administrators more granular control over access authorization?
Which Cisco Secure Access solution provides centralized policy management to give administrators more granular control over access authorization?
A. Cisco Identity Services Engine
B. Cisco TrustSec
C. Cisco Advanced Malware Protection for Endpoints
D. Cisco AnyConnect
E. Cisco ASA Next-Generation Firewall

Correct Answer: A
Explanation/Reference:
Question 59
What is the main reason that customers need Cisco Secure Access?
A. Companies use more social media than ever before.
B. Organizations need to block high-risk websites.
C. Network traffic is growing at an exponential rate.
D. Storage is moving from on-premises to cloud-based.
E. More devices are connecting on and off campus.
F. More business is done using the web and email than ever before.

Correct Answer: E
Explanation/Reference:

Question 60
Which solution should you suggest, and why?
If a customer complains that employees access websites for work but then waste time with games and videos, which solution should you suggest, and why?
A. Cisco AMP, for protection before, during, and after attacks
B. Cisco WSA, for its URL filtering ability
C. Cisco RSA, for its data loss prevention
D. Cisco WSA, for its application visibility and control
E. Cisco ESA, for its global threat operations
F. Cisco ESA, for its antivirus capabilities

Correct Answer: D
Explanation/Reference:

Question 61
Cisco Email Security is ideal for which type of customer?
A. customers who need sensitive data to remain onsite
B. customers whose expectations are set
C. customers who do not need cloud services
D. customers who want to move services to the cloud

Correct Answer: A
Explanation/Reference:

Question 62
What is the next step?
After a user prepares and sends an encrypted message to a recipient, what is the next step?
A. The decrypted message is displayed to the recipient.
B. The encrypted message is displayed to the recipient.
C. The email is forwarded to new users to be authenticated.
D. The encryption key is stored in the Cisco ESA servers.
E. The customer receives an encrypted message that requires a decryption key.

Correct Answer: E
Explanation/Reference:
Question 63
How many hours sooner than the next major AV vendor?
On average, email security Outbreak Filters identify and stop threats how many hours sooner than the next major AV vendor?
A. 24 hours sooner
B. 13 hours sooner
C. one hour sooner
D. no sooner, because Outbreak Filters do not identify and stop threats

Correct Answer: B
Explanation/Reference:

Question 64
Which component of threatdetection?
The first phase of email security analyzes “who-what-where-when-how” information and context-based policies during which component of threatdetection?
A. antivirus defense
B. advanced malware protection for email
C. outbreak filters
D. data loss prevention
E. encryption
F. antispam defense

Correct Answer: F
Explanation

Question 65
Which option best describes granular app control using application visibility and control?
Which option best describes granular app control using application visibility and control?
A. blocking harmful sites based on content, such as pokerstars.com
B. blocking World of Warcraft but allowing Google+
C. blocking Facebook games but allowing Facebook posts
D. blocking Twitter to increase employee productivity

Correct Answer: C
Explanation

Question 66
Which two advanced malware protection features are available on Cisco AMP for Content?
Which two advanced malware protection features are available on Cisco AMP for Content?
(Choose two.)
A. URL filtering
B. retrospective security
C. attack chain weaving
D. breach hunting
E. trajectory
F. behavioral indications of compromise

Correct Answer: AB Explanation
Explanation/Reference:

Question 67
Reputation filtering performs which two functions?
Reputation filtering performs which two functions? (Choose two.)
A. rates each site based on a reputation score
B. automatically updates devices based on threats
C. tunes itself according to relevance to the network
D. communicates with Cisco SenderBase, which is a common security database
E. analyzes in-depth parameters for anything that requests network access

Correct Answer: AD Explanation
Explanation/Reference:

Question 68
Which feature of content security enables administrators to block Facebook videos while allowing posts and messages?
Which feature of content security enables administrators to block Facebook videos while allowing posts and messages?
A. dynamic content analysis
B. Cisco Application Visibility and Control
C. centralized management and reporting
D. encryption

Correct Answer: B Explanation
Explanation/Reference:

Question 69
Where will an account manager find historical and current information about competitors around Cisco Collaboration?
Where will an account manager find historical and current information about competitors around Cisco Collaboration?
A. The Cisco Quote Builder tool
B. Steps to Success
C. Quick Start Guide for Cisco Collaboration
D. Cisco competitive Edge Portal

Correct Answer: D Explanation
Explanation/Reference:

Question 70
Which two customer statement most strongly present business ROI?
Which two customer statement most strongly present business ROI? (Choose Two)
A. With Cisco Collaboration, we can roll out extension mobility and bring unified communications features to the mobile device.
B. Cisco TelePresence, as part of the collaboration architecture, will reduce travel costs for the management board.
C. Cisco Collaboration helps us to increase the productivity of our sales force and to gain new

revenue streams through new customers.
D. Cisco Collaboration, we will engage quicker with third-party suppliers and will shorten go-to-market time for innovative products globally.

Correct Answer: BD
Explanation/Reference:

**Question 71**
Which two statements about on-premise collaboration solutions are true?
Which two statements about on-premise collaboration solutions are true?(Choose two)
A. Meetings are delivered as a software-as–a-service.
B. The solutions provide low, predicable monthly costs.
C. These solutions facilitate cost savings in case of heavy usage.
D. Conferencing-related transport costs and service fees can be reduced.

Correct Answer: CD
Explanation/Reference:

**Question 72**
Which of the following is the last step when mapping business requirements with Cisco Collaboration Architecture?
Which of the following is the last step when mapping business requirements with Cisco Collaboration Architecture?
A. Map collaboration maps (diagrams) with Cisco Collaboration Architecture.
B. Map process flow tasks with the collaboration map.
C. Map important technical KPIs with customer process flow.
D. Map value chain and value network with Cisco Collaboration Architecture applications.

Correct Answer:
Explanation/Reference:

**Question 73**
Which Cisco technology solution can resolve a customer’s inability to properly restrict and authorize access to protected resources, while still introducing new applications, devices, and business partnerships?
Which Cisco technology solution can resolve a customer’s inability to properly restrict and authorize access to protected resources, while still introducing new applications, devices, and business partnerships?
A. Cisco TrustSec
B. Cisco Data Center Management Policy Implementation
C. Cisco Data Center Virtualization and Cloud
D. Cisco Cyber Threat Defense
E. Cisco Application Centric Infrastructure
F. Cisco Secure Data Center
G. Cisco Security Intelligence Operations

Correct Answer: A
Explanation/Reference:
Question 74
Why do companies need the quickly scalable Cisco Secure Data Center virtualization and cloud technology solution?
A. Fifty-six percent of employees who leave a company take private information with them.
B. Competitors are gaining a 33 percent market share.
C. Administrators are allowing a growing number of BYOD devices.
D. Staff is unable to keep up with newer data center technology.
E. Provisioning time for data centers has decreased from eight weeks to 15 minutes.
F. Management is expected to decrease IT budgets by 25 percent.

Correct Answer: E Explanation

Question 75
Why do companies need Cisco Cyber Threat Defense?
A. They have a lack of segmented or differentiated access.
B. They are inundated with advanced persistent threats.
C. They need to add and provision servers faster than ever.
D. They have increased bandwidth needs, and they allow BYOD.
E. They have an infrastructure of overlapping rule sets, complex inheritance, and oversubscription.
F. They need cost-effective security management outsourcing.

Correct Answer: B Explanation

Question 76
Which integrated technology solution deals with application-centric infrastructures?
A. Cisco Unified Access
B. Cisco Security as a Service
C. Cisco Cyber Threat Defense
D. Cisco Secure Data Center
E. Cisco TrustSec

Correct Answer: D Explanation

Question 77
Which Cisco Secure Access solution should you recommend to a customer who is experiencing access complications due to too many policies and too many user groups?
A. Cisco AnyConnect
B. Cisco TrustSec
C. Cisco ISE
D. Cisco AMP for Endpoints
E. Cisco site-to-site VPN
F. Cisco SIO

Correct Answer: B Explanation
Explanation/Reference:

**Question 78**
How does the Device Trajectory feature work?
A. It searches for potential threats based on identified activities.
B. It tracks file behavior across the network to see which devices it enters and exits.
C. It analyzes the data from file and process retrospection to provide a new level of threat intelligence.
D. It isolates suspicious files and runs tests to determine their authenticity.
E. It tracks file behavior on a device to pinpoint the root cause of a compromise.

Correct Answer: E
Explanation/Reference:

**Question 79**
This process is an example of which Cisco AMP feature?
A. file reputation
B. attack chain weaving
C. breach hunting
D. file sandboxing
E. machine learning

Correct Answer: B Explanation
Explanation/Reference:

**Question 80**
Which users typically have access to the company data center?
In the Cisco TrustSec “User to Data Center Access Control” use case, which users typically have access to the company data center?
A. suppliers
B. employees
C. noncompliant users
D. guests

Correct Answer: B Explanation
Explanation/Reference:

**Question 81**
Which two features of Cisco ISE contribute to guest access management?
Which two features of Cisco ISE contribute to guest access management? (Choose two.)
A. employee-sponsored network access
B. faster device onboarding
C. guest access and activity tracking
D. accelerated security options
E. site-to-site VPNs
F. clientless network access

Correct Answer: AC
Explanation/Reference:

**Question 82**
Which Cisco Identity Services Engine feature controls access and policies for campuses and branches, wired and wireless devices, and guests, from a single location?

A. centralized policy management
B. compliance
C. URL filtering
D. SSL decryption
E. extensive BYOD support

Correct Answer: A
Explanation/Reference:

**Question 83**
Which two add-ons are available for the AnyConnect Premium license? (Choose two.)

A. mobile license
B. basic license
C. management license
D. essentials license
E. advanced endpoint assessment
F. BYOD license

Correct Answer: AE
Explanation/Reference:

**Question 84**
Which two features of Cisco AnyConnect contribute to secure remote access? (Choose two.)

A. guest access management
B. superior clientless network access
C. accelerated security options
D. compliance and tracking
E. context-aware access
F. extensive BYOD support
G. centralized management

Correct Answer: BF
Explanation/Reference:
**Question 85**
What is the primary reason that customers need content security today?

A. Companies are more spread out than ever before.
B. Organizations need to block high-risk websites.
C. Network traffic is growing at an exponential rate.
D. Storage is moving from on-premises to cloud-based.
E. More business is done using the web and email than ever before.

Correct Answer: E

**Explanation/Reference:**

**Question 86**
Which solution is the most effective for virus cleanup?

A. Cisco Firewall with Authorized Access
B. Cisco DMVPN with GRE Tunnels
C. Cisco Easy VPN with Remote-Site Device Management
D. Cisco AMP for Networks with File Trajectory
E. Cisco SIO with Increased Visibility
F. Cisco ISE with Automated Policy Tuning

Correct Answer: D

**Explanation/Reference:**

**Question 87**
Which two features of AMP are available in Cisco AMP for Networks that are not available in Cisco AMP for Content alone? (Choose two.)

A. trajectory
B. retrospective security
C. dynamic analytics
D. behavioral indications of compromise
E. fuzzy fingerprinting
F. one-to-one signature

Correct Answer: AD

**Explanation/Reference:**

**Question 88**
Which Cisco IPS feature adapts in real time to detect and block intrusions that range from never-before-seen worms to the most sophisticated and subtle criminal attacks?

A. file-type detection
B. intelligent detection
C. user identity tracking
D. SSL decryption
E. impact assessment

**http://www.aoowe.com/practice-500-265-3168.html**
F. automated policy tuning

Correct Answer: B Explanation
Explanation/Reference:

**Question 89**
Which two options are benefits of Cisco Application Visibility and Control for administrators? (Choose two.)
A. It ensures device compliance.
B. It restricts only entire applications.
C. It limits individual or group-based access to certain application components.
D. You can gain greater visibility into devices that are accessing the network.
E. You can access the contents of each device remotely.

Correct Answer: AC Explanation
Explanation/Reference:

**Question 90**
Which component of Cisco network security builds on basic firewall capabilities by adding web filtering, web email controls, and Cisco Application Visibility and Control? (Choose one.)
A. Cisco Advanced Malware Protection for Networks
B. Cisco ASA Next-Generation Firewall
C. Sourcefire Next-Generation Intrusion Prevention System
D. Cisco Web Security Appliance

Correct Answer: B Explanation
Explanation/Reference:

**Question 91**
Which component of Cisco network security is updated after an attack to help prevent threats before they encounter the network again? (Choose one.)
A. Cisco site-to-site VPN
B. Cisco Identity and Access Control
C. Cisco Email Security
D. Cisco Web Security Appliance
E. Sourcefire Next-Generation Intrusion Prevention System
F. Cisco ASA Next-Generation Firewall
G. Cisco Security Intelligence Operations

Correct Answer: G Explanation
Explanation/Reference:

**Question 92**
How many pieces of new malware are created every second?
On average, how many pieces of new malware are created every second?
A. one
B. four
C. 20
D. 100

Correct Answer: B Explanation
Explanation/Reference:

**Question 93**
Which feature is a primary feature of Cisco AnyConnect?
A. role-based policy management
B. context-aware access
C. secure and flexible remote access
D. SSL decryption

Correct Answer: C
Explanation/Reference:

**Question 94**
This statement is an example of which Cisco value?
Cisco Secure Access Solutions delivers a secure connection to a continually growing number of endpoints. This statement is an example of which Cisco value?
A. time-to-value
B. protection
C. control
D. scalability
E. flexibility
F. agility

Correct Answer: E
Explanation/Reference:

**Question 95**
Which three solutions are Cisco Secure Access solutions?
A. Cisco Remote-Access VPN
B. Cisco Identity and Access Control
C. Cisco Email Security
D. Cisco Web Security Appliance
E. Sourcefire Next-Generation Intrusion Prevention System
F. Cisco Advanced Malware Protection for Endpoints
G. Cisco security appliance
H. Cisco Security Manager

Correct Answer: ABF Explanation
Explanation/Reference:
Question 96
Which two features are part of site-to-site VPN?
Which two features are part of site-to-site VPN? (Choose two.)
A. web email controls
B. user identity traction
C. SSL decryption
D. Snort technology
E. remote access
F. seamless connection with Cisco ASA

Correct Answer: EF
Explanation/Reference:

Question 97
This statement describes which Cisco value?
Cisco network security offers unmatched visibility and control of network and application traffic.
This statement describes which Cisco value?
A. time-to-value
B. protection
C. control
D. scalability
E. flexibility
F. agility

Correct Answer: C
Explanation/Reference:

Question 98
Which Cisco ASA Next-Generation Firewall service restricts websites and web application usage based on the reputation of the site?
Which Cisco ASA Next-Generation Firewall service restricts websites and web application usage based on the reputation of the site?
A. Cisco Web Security Appliance
B. Cisco Web Security Essentials
C. Intelligent Detection
D. Authorized Access
E. SSL Decryption

Correct Answer: B
Explanation/Reference:

Question 99
Which four solutions are Cisco network security solutions?
Which four solutions are Cisco network security solutions? (Choose four.)
A. Cisco site-to-site VPN technologies
B. Cisco Identity and Access Control
C. Cisco Email Security
D. Cisco Web Security Appliance
E. Sourcefire Next-Generation Intrusion Prevention System
F. Cisco ASA Next-Generation Firewall

G. Cisco security appliance
H. Cisco Remote-Access VPN

Correct Answer: AEFG
Explanation/Reference:

**Question 100**
Which two features are components of the Cisco Web Security Appliance?
(Choose two.)
A. encryption
B. URL filtering
C. user identity tracking
D. antispam defense
E. impact assessment
F. Cisco Application Visibility and Control
G. context awareness
H. device profiling and onboarding

Correct Answer: BF
Explanation/Reference:

**Question 101**
This statement describes which Cisco value?
Cisco Content Security integrates seamlessly with existing security and network infrastructures.
(Choose one.)
A. time-to-value
B. protection
C. control
D. scalability
E. flexibility
F. agility

Correct Answer: E
Explanation/Reference:

**Question 102**
Which two solutions are main components of Cisco Content Security?
(Choose two.)
A. Cisco ASA Next-Generation Firewall
B. Cisco Web Security
C. Cisco Remote-Access VPN
D. Sourcefire Next-Generation Intrusion Prevention System
E. Cisco Email Security
F. Cisco Advanced Malware Protection

Correct Answer: BE
Explanation/Reference:
Question 103
Which Cisco security technology delivers the best real-time threat intelligence?
A. Cisco ASA Next-Generation Firewall
B. Cisco Identity Services Engine
C. Cisco Security Manager
D. Cisco Security Intelligence Operations
E. Cisco TrustSec
Correct Answer: D
Explanation/Reference:

Question 104
Which three values should you use to position Cisco security solutions? (Choose three.)
A. time-to-value
B. protection
C. control
D. integration
E. flexibility
F. agility
G. scalability
Correct Answer: BCE
Explanation
Explanation/Reference:

Question 105
In the Cisco future solutions architecture framework, the security solutions are directly built upon which component?
A. management and intelligence capabilities
B. Cisco security platforms
C. third-party applications
D. security intelligence operations
Correct Answer: B
Explanation
Explanation/Reference:

Question 106
The current Cisco comprehensive framework solutions are divided into which three categories? (Choose three.)
A. Content Security
B. Cloud Security
C. Network Security
D. Access Security
E. Data Center Security
F. Internet Security
G. Advanced Malware Protection

Correct Answer: ACD
Explanation
Explanation/Reference:

**Question 107**
Which three options describe the main problems with traditional security solutions?  
Which three options describe the main problems with traditional security solutions? (Choose three.)
A. fragmented solutions  
B. the lack of management solutions  
C. missing components  
D. solutions being pieced together  
E. the lack of a cloud solution  
F. the lack of a firewall  
G. security gaps

Correct Answer: ADG
Explanation
Explanation/Reference:

**Question 108**
Which two business use trends have surfaced in the last five years and require nontraditional security?  
Which two business use trends have surfaced in the last five years and require nontraditional security? (Choose two.)
A. BYOD  
B. Wi-Fi connections  
C. partial URL and application blocking  
D. third-party applications  
E. web and email attacks  
F. a large number of remote employees

Correct Answer: AF
Explanation
Explanation/Reference:

**Question 109**
Which feature of the Cisco security appliance provides “who-what-where-when-how” information about any requests for network access?  
Which feature of the Cisco security appliance provides “who-what-where-when-how” information about any requests for network access?  
A. basic management  
B. web application controls  
C. authorized access  
D. Cisco Application Visibility and Control  
E. context awareness
Correct Answer: E
Explanation
Explanation/Reference:

**Question 110**
Which VPN offering removes the need for point-to-point GRE tunnels?
A. standard IPsec VPN
B. Cisco Easy VPN
C. Cisco GRE-based VPN
D. Cisco DMVPN
E. Cisco GET VPN

Correct Answer: E
Explanation
Explanation/Reference: