



[Cisco 646-563](#)

Exam Name: *Advanced Security for Account Managers Exam*

Q & A : 61 Q&As

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Exam : Cisco 646-563

Title : ASAM Advanced Security for Account Managers Exam

1. Which government regulation specifies which patient information must be kept private, how companies must secure the information, and the standards for electronic communication between medical providers and insurance companies?

- A. Basel II
- B. GLB Act
- C. HIPAA
- D. USA PATRIOT Act

Answer: C

2. Which government regulation was implemented to promote world financial stability by coordinating definitions of capital and risk

assessment across countries?

- A. BS 7799/ISO 17799
- B. SOX
- C. HIPAA
- D. Basel II
- E. USA PATRIOT Act

Answer: D

3. Which two of these describe how security contributes to profitability? (Choose two.)

- A. by not complying with government regulations
- B. by enabling businesses to gain the maximum advantage from advanced technologies
- C. by decreasing downtime and productivity losses
- D. by providing access to information based on need rather than location
- E. by providing the company an insurance policy

Answer: BC

4. What is the difference between Cisco Security Manager and Cisco Security MARS?

- A. Cisco Security Manager focuses on monitoring and analysis.
- B. Cisco Security MARS provides simplified policy administration.
- C. Cisco Security MARS focuses on rapid threat identification and mitigation.
- D. Cisco Security Manager can only manage small networks.

Answer: C

5. How do you calculate risk quantitatively for SLE?

- A. single loss expectancy divided by the annualized rate of occurrence
- B. exposure factor multiplied by the asset value
- C. cost of recovery multiplied by the number of compromised servers
- D. average revenue per hour divided by the hourly server downtime

Answer: B

6. During the optimize phase, how can the account manager help the customer reach operational excellence?

- A. by enabling ongoing improvement of system performance and functionality
- B. by evaluating the solution against competitor performance
- C. by making recommendations for integration of the security solution
- D. by defining project milestones

Answer: A

7. When do you align customer business requirements with the needed solution functionality?

- A. when preparing for the business requirements workshop
- B. while conducting the business requirements workshop
- C. during preliminary technical discovery
- D. in a technology strategy meeting

Answer: B

8. How do you begin a meaningful security discussion with a customer?

- A. Identify customer security needs and assets that need protection.
- B. Discuss individual products such as the firewall.
- C. Explain that there are many products that will meet customer needs.
- D. Install security agents and IPS.

Answer: A

9. When selling secure WAN, which two of these statements can you use to promote the Cisco solution over that of Juniper? (Choose two.)

- A. Juniper lacks voice integration in their routers.
- B. Juniper provides point products.
- C. Cisco supplies end-to-end security solutions.
- D. Juniper can only effectively tackle enterprise customers.
- E. Juniper purchased NetScreen Technologies to enhance secure WAN solutions.

Answer: AC

10. How does the Cisco SDN relate to compliance?

- A. It addresses a large majority of PCI requirements.
- B. It uses anomaly detection to secure a device.
- C. It is point product-based.
- D. It uses IP protocol 50 (ESP) to securely communicate to network devices.

Answer: A

11. Which scenario illustrates a breach in security integrity?

- A. A system upgrade slows the network down and prevents employees from accessing data.
- B. Service is disrupted due to a power outage.
- C. An unauthorized party obtains a credit card number.
- D. Someone is able to cast a large number of votes in an online poll.

Answer: D

12. Which compliance standard will directly affect the security policy of a local bookstore?

- A. PCI
- B. SOX Act
- C. HIPPA
- D. Basel II

Answer: A

13. How does preliminary technical discovery benefit the customer?

- A. Information regarding an existing customer network is analyzed, which allows an appropriate solution to be developed.
- B. Detailed technical requirements are defined and documented.
- C. A technology strategy is presented to the customer.
- D. The account team analyzes and validates the business requirements.

Answer: A

14. How is the Cisco SDN strategy collaborative?

- A. Firewalling, VPNs, and trust capabilities are used.
- B. Security features allow for communication between endpoints, network elements, and policy enforcement.
- C. Behavioral methods are deployed to automatically recognize new types of threats as they arise.
- D. Security technologies are distributed to every part of the network.

Answer: B

15. Which government regulation was designed to restore investor confidence in the financial reporting of public companies?

- A. Basel II
- B. PCI
- C. SOX Act
- D. GLBA

Answer: C

16. A company believes that buying and installing a firewall can solve their security problems. What reason for insufficient security is this customer illustrating?

- A. risk analysis
- B. lack of perceived risk
- C. quantifying risks
- D. quickly evolving networks and applications

Answer: B

17. Which two of these activities does the risk analysis process include? (Choose two.)

- A. Determine the potential for each type of threat.
- B. Identify potential threats.
- C. Determine the impact on business.
- D. Prioritize security needs due to cost.
- E. Determine vulnerabilities

Answer: BC

18. What trigger question would you use when assessing the benefit of a secure network access solution?

- A. Have you ever experienced business disruption from an Internet attack, such as viruses or worms?
- B. Do you want to provision your VPN, firewall, and IPS devices with a single management system?
- C. Do you think you have a thorough strategy for detecting and correlating network intrusions?

D. What type of end users and applications need to access your network?

Answer: D

19. Which two Cisco SDN benefits would you emphasize when discussing security solutions with a business decision-maker? (Choose two.)

- A. Cisco SDN allows third-party devices to communicate.
- B. Cisco SDN helps meet regulatory requirements.
- C. Cisco SDN protects corporate information assets.
- D. Cisco SDN uses UDP over port 80.
- E. Cisco SDN uses port 447 to communicate to secure assets within a corporate network.

Answer: BC

20. What are two outcomes of preparing for the business requirements workshop? (Choose two.)

- A. aligning the solution with customer business needs
- B. defining stakeholders
- C. discovering which requirements conflict with the solution
- D. defining detailed customer requirements

Answer: BD

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