

**Exam : Cisco 646-563**

**Title : ASAM Advanced Security for  
Account Managers Exam**

**Version : Demo**

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1. 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**

2. 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**

3. 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**

4. 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**

5. 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**

6. 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**

7. 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**

8. 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**

9. 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**

10. 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**

11. 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**

12. 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**

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

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

**Answer: A**

14. 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**

15. 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**

16. 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**

17. 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**

18. 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**

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. 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

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