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Sales Foundations for IBM Security V1

IBM M2150-860

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QUESTION NO: 1

Which two customer pain points should be addressed first when selling BigFix? (Select 2)

- A. Failed audits
- B. High network traffic
- C. Compliance concerns
- D. Organizational re-structuring
- E. Increasing costs of data protection
- F. Increasing number of mobile devices

ANSWER: A C

QUESTION NO: 2

What two are among the top three security concerns in the Financial Services Sector? (Select 2)

- A. Cost cutting
- B. Secure vaults
- C. Insider threats
- D. Fraudulent transactions
- E. Organizational structure
- F. Monitoring infrastructure

ANSWER: B D

QUESTION NO: 3

What is one way that IBM Security drives innovation and disruption in the security market?

- A. By focusing on encryption.
- B. By focusing on on-premise solutions.

- C. By investing in cognitive analytics.
- D. By investing in perimeter controls.

ANSWER: B

QUESTION NO: 4

What is the appropriate response to a customer who believes that deploying mobile security is too complex?

- A. It is complex, but the resulting security and productivity gains are worth the effort/investment.
- B. Gartner and Forrester have both praised IBM's solution for its ease of use at the administrative and end user levels.
- C. MaaS360 simplifies mobile security as long as the implementation involves a private network within the bounds of a single country.
- D. MaaS360 delivers mobile security without any impact on the mobile devices themselves, thus simplifying the implementation step.

ANSWER: D

QUESTION NO: 5

Which is a clear differentiator for IBM Security Operations and Response (SOAR) solutions?

- A. Access Manager's new IBM Verify capability.
- B. ORadar ranking in the Gartner Magic Quadrant.
- C. Guardium's tight integration with anti-virus vendors.
- D. QRadar Network Security (XGS) offering intrusion prevention, versus intrusion detection.

ANSWER: A