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1年間無料アップデート

Exam : **M2150-860**

Title : Sales Foundations for IBM Security V1

Version : DEMO

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

2.What is an effective response if a customer says that they use native database logging and do not need Guardium Data Activity Monitor For Guardium Data Protection for Databases)?
A. Native logs cannot be evaluated by a SIEM solution.
B. Native logging can impact performance by 10-45% and thus often gets turned off.
C. Guardium Data Activity Monitor (or Guardium Data Protection for Databases) provides an executive risk dashboard.
D. Change the focus of the discussion from Guardium Data Activity Monitor (or Guardium Data Protection for Databases) to Guardium Database Log Manager.
Answer: A

3.What is the recommended action when a customer asserts that all of IBM's Cloud Identity Service (CIS) customers are large businesses?
A. Indicate that CIS includes 4 subscription packages to cover clients of all sizes.
B. Indicate that IBM also has Cloud Identity Connect for small and medium businesses.
C. Move the focus of the discussion to how an IBM Security Access Manager (ISAM) appliance can save significant costs.
D. Move the focus of the discussion to IBM Security Identity and Access Assurance, which addresses all identity and access management (1AM) requirements and includes QRadar Log Manager.
Answer: C

4.What should a seller say to a customer who says deploying MaaS360 takes too long and is too expensive?
A. IBM has a full suite of mobile software that spans the complete mobile landscape.
B. A proof of concept can be created to demonstrate that MaaS360 can meet your security needs.
C. MaaS360 can be deployed in less than 6 hours and has an return on investment of 12 months or less.
D. Although deploying MaaS360 takes considerable time, the protection of your entire mobile environment is worth it.
Answer: D

5.Which IBM Security Services channel programs offer an annual revenue stream, typically on a 3-year basis?
A. Security Operations Center (SOC) design, build, and test
B. Consulting services such as assessment and testing services
C. Managed security services such as firewall or SIEM management
D. Product professional services such as product installation and integration

Answer: C