



IBM

*M2150-860
Sales Foundations for IBM Security V1*

Questions & Answers PDF

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Question: 1

Which are the top three drivers for security concerns in the Education industry?

- A. Digitization, industry integration and mobility
- B. Digitization, workforce consolidation and globalization
- C. Industry consolidation, digitization and Internet of Things (IoT)
- D. Industry consolidation, cost reduction and Internet of Things (IoT)

Answer: C

Question: 2

Why is securing the Cloud an important use case for security sellers?

- A. Every on-premise solution is backed up to the Cloud.
- B. Clients feel there is too much focus on Cloud security standards.
- C. Many clients have much of their data in the Cloud which still requires security protections.
- D. Databases and applications stored on the Cloud are more vulnerable than those stored on-premise.

Answer: A

Question: 3

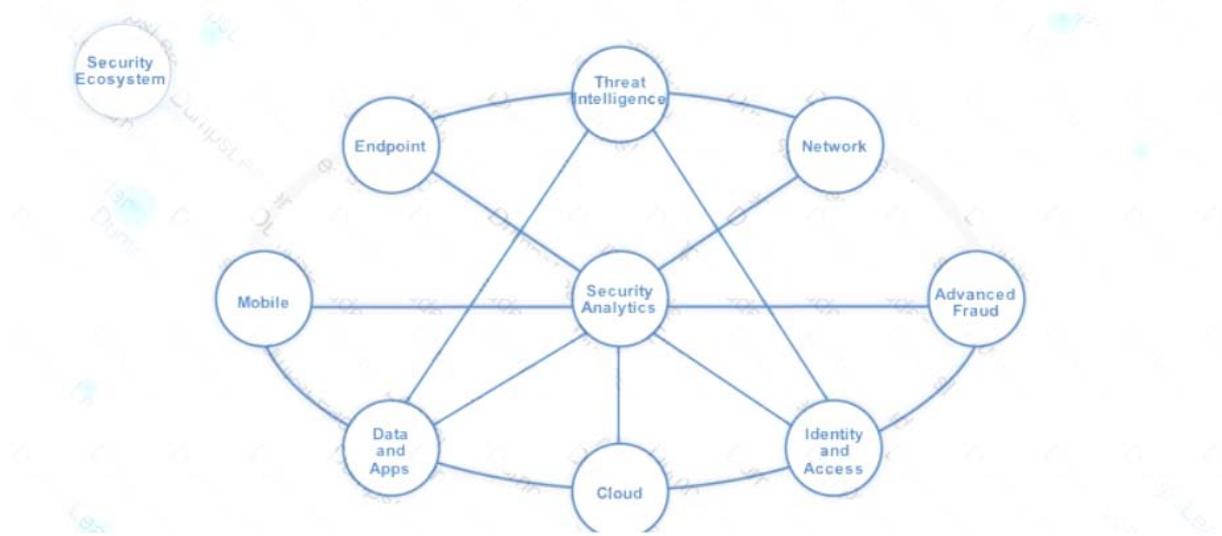
What is the recommended action when a customer asserts that all of IBM's Cloud Identity Service (CIS) customers are large businesses?

- 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 (IAM) requirements and includes QRadar Log Manager.

Answer: C

Question: 4

Which IBM Security Operations and Response (SOAR) product family comprises the Security Analytics "core" of the IBM Immune System?



- A. IBM QRadar
- B. IBM Cognos Analytics
- C. IBM Watson for Cyber Security
- D. IBM Cognitive Security Analytics

Answer: C

Question: 5

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: 6

Which IBM Security solution detects advanced persistent threats?

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- A. QRadar
 - B. Guardium Data Encryption
 - C. Privileged Identity Manager
 - D. Application Security on Cloud

Answer: A



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