



**Vendor:** CISCO

**Exam Code:** 646-578

**Exam Name:** Advanced Security for Account Managers  
(ASAM)

**Version:** DEMO

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. HIPPA
- 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