

Exam Questions M2150-860

Sales Foundations for IBM Security V1

<https://www.2passeasy.com/dumps/M2150-860/>



NEW QUESTION 1

MaaS360

- A. 1 -> A
- B. 2 -> B
- C. 3 -> C
- D. 4 -> D
- E. Protect against fraud
- F. Secure the mobile enterprise
- G. Identify vulnerabilities in code
- H. Detect and block insider threats

Answer: A

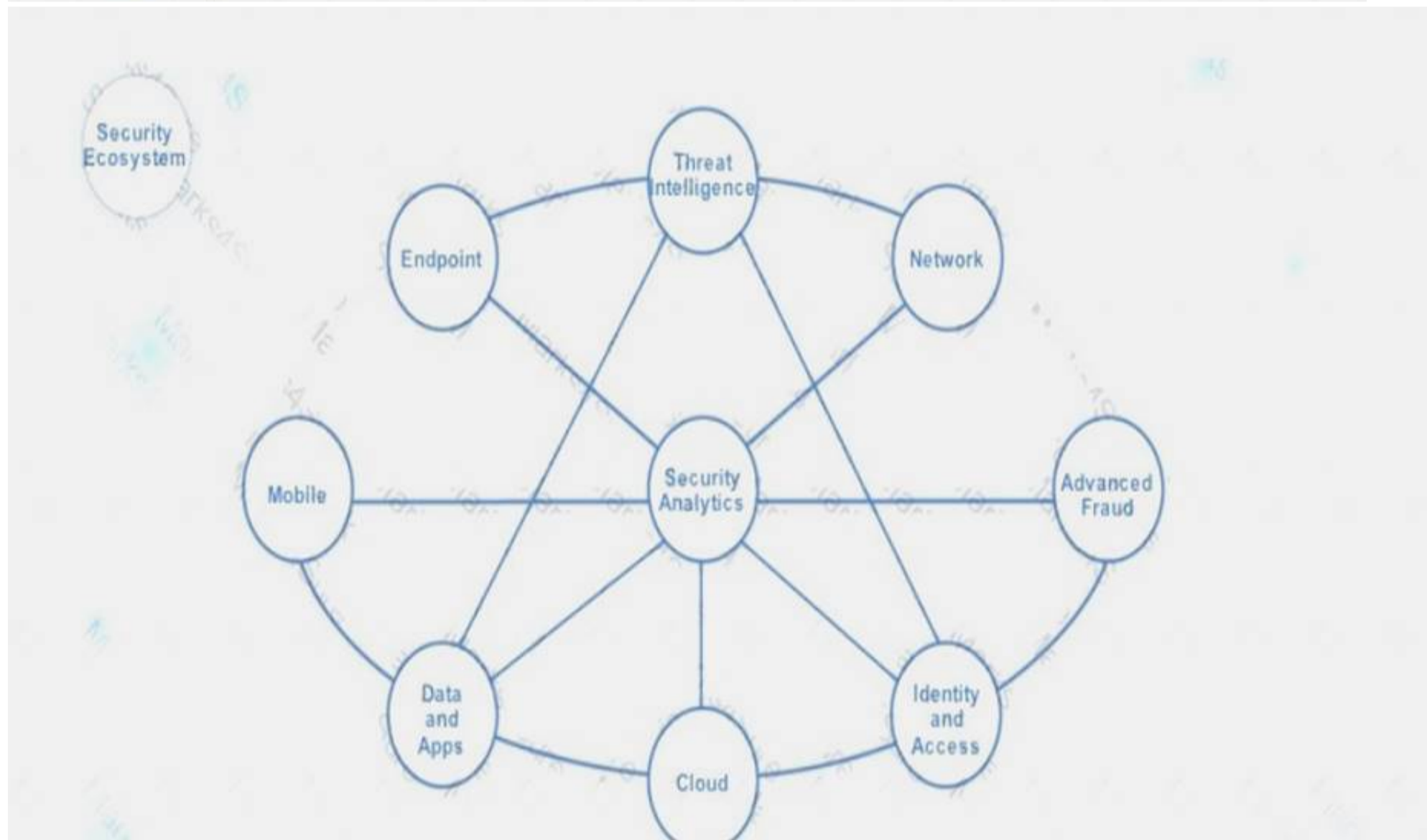
Explanation:

4. Which IBM Security Operations and Response (SOAR) solutions provide high value during the "gather" phase of a typical attack chain?

- A. BigFix and i2
- B. QRadarand i2
- C. BigFix and Resilient
- D. Resilient and QRadar

NEW QUESTION 2

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

NEW QUESTION 3

Which IBM Security Operations and Response (SOAR) product aligns to the correct use case?

- 1. BigFix A. Detect advanced threats in real-time
- 2. Resilient B. Perform rapid incident response
- 3. QRadar XGS C. Detect and block network-based threats
- 4. QRadar SIEM D. Manage endpoint patching and remediation

A. 1 -> D

- B. 2 -> C
- C. 3->A
- D. 4 -> B

Answer: D

NEW QUESTION 4

Why do clients say they need Enterprise Mobility Management as part of their security strategy? They want to:

- A. automatically remove viruses on mobile devices.
- B. ensure they can track employee whereabouts at all times.
- C. ensure they can see all employee applications accessed from their mobile phones.
- D. securely allow their employees to access their enterprise data with mobile devices.

Answer: B

NEW QUESTION 5

One of the most important use cases in the IBM Information, Risk and Protection (IRP) domain is protecting your clients "crown jewels" or "most critical assets". What does this refer to?

- A. Data
- B. Endpoints
- C. Employees
- D. Applications

Answer: B

NEW QUESTION 6

Which vertical industries are the primary targets for IBM Security Operations and Response (SOAR) solution opportunities?

- A. Healthcar
- B. Life Sciences, and Industrial.
- C. Automotiv
- D. Media & Entertainment, and Electronics.
- E. Distributio
- F. Communications, and Consumer Products.
- G. Energy & Utilitie
- H. Federal Governments, and Financial Services.

Answer: A

NEW QUESTION 7

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

NEW QUESTION 8

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

NEW QUESTION 9

How should a seller respond to a prospect who says that many companies sell security solutions, and who asks "Why should I buy from IBM?".

- A. IBM has the best security products on the market.
- B. Do not underestimate the ability of hackers to find and exploit vulnerabilities.
- C. IBM offers better discounts than its competitors, enabling companies to save more money.
- D. IBM has an integrated portfolio of security products, while most other companies offer only point solutions.

Answer: D

NEW QUESTION 10

Which IBM Security solution detects advanced persistent threats?

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

Answer: A

NEW QUESTION 10

Which is a key to the success of IBM Security?

- A. Developing point products.
- B. Working with Business Partners.
- C. Avoiding risky cloud environments.
- D. Focusing innovation on perimeter protection.

Answer: B

NEW QUESTION 13

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

NEW QUESTION 14

Which customer requirement can be addressed by one or more IBM Security Operations and Response (SOAR) solutions?

- A. Discovering application vulnerabilities.
- B. The need to encrypt all data at rest in multiple data centers.
- C. The need to address real-time network and endpoint visibility.
- D. Difficulty maintaining regulatory compliance regarding separation of duties.

Answer: A

NEW QUESTION 17

Which IBM Security Operations and Response (SOAR) product installs patches and quarantines infected endpoints?

- A. BigFix
- B. MaaS360
- C. AppScan
- D. Resilient

Answer: D

NEW QUESTION 22

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

NEW QUESTION 27

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: BD

NEW QUESTION 30

Which IBM differentiator in the left column aligns to a supporting example in the right column?

- 1. Cognitive A. X-Force Exchange
- 2. Collaboration B. Immune System
- 3. Integration C. QRadar SIEM
- 4. Security Analytics D. Watson for Cyber Security

- A. 1 -> A
- B. 2->C
- C. 3 -> B
- D. 4 -> D

Answer: A

NEW QUESTION 34

Which IBM Information, Risk and Protection (IRP) product satisfies key customer requirements for protecting critical data?

- A. IBM QRadar
- B. IBM MaaS360
- C. IBMTrusteer
- D. IBM Guardium

Answer: A

NEW QUESTION 35

Which is a key advantage of the integration between BigFix and QRadar?

- A. Rapid incident response
- B. Risk-prioritized patching activities
- C. Endpoint patching and remediation
- D. Integration of third-party vulnerability data

Answer: C

NEW QUESTION 38

What are the top cybersecurity threats to the Healthcare and Life Sciences industry?

- A. Fraud and advanced persistent threats
- B. Insider threat and stealing patient records
- C. Distributed Denial of Service (DDoS) and stealing patient records
- D. Distributed Denial of Service (DDoS) and advanced persistent threats

Answer: B

NEW QUESTION 41

.....

THANKS FOR TRYING THE DEMO OF OUR PRODUCT

Visit Our Site to Purchase the Full Set of Actual M2150-860 Exam Questions With Answers.

We Also Provide Practice Exam Software That Simulates Real Exam Environment And Has Many Self-Assessment Features. Order the M2150-860 Product From:

<https://www.2passeasy.com/dumps/M2150-860/>

Money Back Guarantee

M2150-860 Practice Exam Features:

- * M2150-860 Questions and Answers Updated Frequently
- * M2150-860 Practice Questions Verified by Expert Senior Certified Staff
- * M2150-860 Most Realistic Questions that Guarantee you a Pass on Your FirstTry
- * M2150-860 Practice Test Questions in Multiple Choice Formats and Updatesfor 1 Year