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Exam : **000-M225**

Title : IBM Tivoli Internet Security Systems Sales Mastery Test v2

Version : DEMO

1.Based upon discussions with several different vendors, a client has requested an Intrusion Prevention System (IPS) competitive evaluation What action should the seller take?
A.Request that IBM Global Finance deliver evaluation equipment to the client
B.Complete the evaluation agreement form, and deliver the equipment to the client for testing
C.Provide the client with a tour of a Global Security Operations Center to showcase the capabilities of IBM security products
D.Work with a Systems Engineer to schedule delivery and implementation of the evaluation product in the client's environment.
Answer: D

2.A Business Partner identifies a large intrusion prevention and managed services opportunity with a long-term client.Because of the size of the opportunity, the IBM Sales Representative recommends engaging the local IBM Security Specialist
Which statement is correct regarding this opportunity?
A.The Business Partner refers the opportunity to the IBM Specialist and receives a 20% finder's fee
B.The IBM Specialist takes control of the opportunity and the Business Partner fulfills the order.
C.The IBM Specialist provides a client business plan to the IBM Sales Representative to guide the Business Partner.
D.The Business Partner keeps ownership of the progression of the opportunity while the IBM Specialist provides support
Answer: D

3.An IBM Business Partner is planning a security event for several regional clients in the retail industry.Which actions should an IBM Business Partner take?
A.Research Partner World for industry specific marketing collateral.
B.Engage Techline to develop presentation content and help pay for a local venue.
C.Ask IBM to send out invitations to their clients
D.Engage their IBM Security Representative and request support from Channel Marketing to obtain a reputable industry security speaker for the event and to help with invitations, presentation content, and logistics
Answer: D

4.IBM Security positions its products as being "ahead of the threat-How is this achieved?
A.By relying on regular signature updates.
B.By not disclosing vulnerabilities until a patch is available for products.
C.By not relying on signature updates and utilizing heuristics.
D.By taking feeds from the global Managed Security Services operation and providing updates in real time.

Answer: C

5.What is the name of the IBM Security research and development organization?
A.Global Security Operations Center
B.X-Force
C.X-Cert
D.Security Intel Resource
Answer: B

6.A client is concerned about the number of security agents currently supported on its desktop image.What should the Systems Engineer discuss?
A.How IBM Security Network Intrusion Prevention System appliances reduce the risk of infection or breach and mitigate the need for most security agents on the desktops.
B.How completing a data classification study allows IBM to help the client understand where its data security risks reside
C.How the IBM Security Tivoli Endpoint Manager strategy will provide the client with one framework for host management and security.
D.How Enterprise Scanner can automate vulnerability assessment and reduce the number of endpoint security agents currently used
Answer: C

7.How does IBM Security offer end-to-end security today?
A.Continually looks for product updates and enhancements and actively works with the Research & Development community.
B.Evaluates gaps in the IBM Security Framework and acquires the appropriate security vendors
C.Offers a free Security Health Scan to any client.
D.Provides the industry's broadest information security training and certification courses.
Answer: A

8.A client has deployed SourceFire Intrusion Prevention System appliances but finds it challenging to keep up with the constant flood of signatures What is the best IBM Security technology differentiator?
A.Protocol Analysis Module in IBM Security host, endpoint, and network solutions.
B.Content Analyzer function in IBM Security Intrusion Prevention System appliances
C.The decryptions function in IBM Security Server Sensor.
D.IBMSecuritySecurityFusion Module function in IBM Security SiteProtector.
Answer: A

9.Which of the following is the best way to educate a potential client on the full range of IBM security

solutions and win the account?
A.Send the client the latest Gartner report showing IBM Security in the magic quadrant along with McAfee, Symantec, and SourceFire.
B.Show the client a reference from a client in the same industry
C.Recommend another vendor in the portfolio that may be able to meet the client requirements.
D.Arrange a workshop in partnership with IBM Security to demonstrate IBM Security's X-Force and strong solutions
Answer: D

10.A potential client recently acquired a competitor organization and is considering infrastructure consolidation.The person responsible for this project is new to the role and needs advice on how to start the process
What action should the seller take?
A.Meet with the client and Systems Engineer to discuss options and help design the new architecture.
B.Send the client some case studies from PartnerWorld showing similar requirements.
C.Send the client the latest solutions guide that describes the best use and deployment of IBMSecurityappliances
D.Schedule a meeting with the technical staff from both organizations to gain an understanding of the existing architecture.
Answer: A