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Exam : **000-M50**

Title : IBM Internet Security Systems Sales Mastery Test

Version : Demo

1. What are the three pillars of the IBM ISS go-to-market strategy?

A. IBM ISS Products, Professional Security Services, and Managed Security Services

B. Professional Security Services, Managed Security Services, and Business Continuity Services

C. Managed Security Services, IBM ISS Products, and Tier 1 OEM Security Vendors

D. Threat Mitigation Services, Data Security Services, and IBM ISS Products

Answer: A

2. Identify the best prospect from the list below:

A. Allied - Needs a best-of-breed network-based IPS for the corporate internet connection. They already use Proventia Server and have SiteProtector running.

B. Merco - Needs to provide host-based protection for all 250 application servers. They also need someone to implement the solution and provide 24x7 monitoring and management.

C. Acme - Needs end-point protection for 1000 desktops. They have Symantec AV, but are lacking firewall, IPS, and content filtering.

D. Partco - Needs an automated application assessment on its primary Web-facing application.

Answer: B

3. A seller has identified and driven an opportunity for intrusion prevention products. The client now indicates that it will release an RFP for IBM products. What method can the seller use to help win the deal?

A. Register the deal.

B. Engage the IBM Security Specialist and request special pricing.

C. Register for Order Protection from the distributor.

D. Engage the SE to prepar e the SOW.

Answer: A

4. A large retail client has had a number security issues flagged by their internal auditors for remediation. The client feels they have a good idea of the tools needed to address the issues. They are interested in talking with someone about consulting services to help them prioritize their remediation efforts. What is the appropriate consulting service to propose to this client?

A. IBM Client Security Readiness Tool workshop

B. Global Security Risk Assessment

C. Information Security workshop

D. Application Security Assessment

Answer: A

5. IBM ISS has a global MSS organization. This business is scalable and addresses the global marketplace. What can clients around the world expect?

A. Real time alerting of vulnerabilities around the world

B. Real time alerting of security incidents around the world   24 x 7

C. The same person to answer calls to the SOC

D. The same SLAs and process in every geography where they operate

Answer: D

6. A CIO mentions an initiative to protect the data residing on the core network with IDS/IPS technology. He admits reluctance to move forward with the initiative because of a lack of understanding about the technology. What is the next step?

A. Recommend the 20-Hour JumpStart training course to the CIO.

B. Request an SE provide a technical presentation on IDS/IPS.

C. Recommend the purchase of IBM ISS IPS along with Managed Security Services.

D. Deliver a proposal including IBM ISS PSSs network analysis and architecture services.

Answer: B

7. To determine the long-term strategic security goals and challenges at an enterprise account, the majority of your time should be spent doing which of the following?

A. Observing operational activities at the Security Operations Center of the client.

B. Establishing a relationship with the clients vendor management team.

C. Interviewing the CFO and discussing strategies to reduce costs for security solutions.

D. Spending time with the CISO and security staff to discuss short and long-term security goals.WArialHelvTimes New RomanZ

Answer: D

8. A large retail client is struggling with the cost and complexity of providing security to 1000 retail outlets.

What is the appropriate IBM ISS product to discuss?

A. Proventia Multi-Function Security

B. Enterprise Scanner

C. Proventia Server

D. Proventia Network IPS

Answer: A

9. A financial institutions main priority is to secure sensitive data included in documents and emails sent

out by clerical staff. What IBM ISS solution solves this problem?

A. Proventia UTM with Content Inspection

B. Fidelis and/or Verdasys DLP solutions

C. RealSecure Network Sensor

D. MSS Vulnerability Management services

Answer: B

10. A client has recently expressed a concern about being able to track misuse of confidential data across

the network. What IBM ISS solution will address this concern?

A. Proventia Network IPS

B. Proventia Server to protect servers that contain critical data

C. Fidelis DLP

D. Proventia MFS

Answer: C

11. A client with a TippingPoint deployment is concerned about the solutions long-term viability. What

products should the sales representative prepare to discuss?

A. SiteProtector and Proventia Network IPS

B. SiteProtector and Proventia MFS

C. SiteProtector and Proventia Server

D. SiteProtector and Fidelis Data Loss Protection

Answer: A

12. A client deployed Cisco CSA agents for laptop users but is dissatisfied with the protection and management capabilities. What IBM ISS product should be proposed to this client?

A. Proventia Network IPS

B. Proventia ESC

C. Proventia Server

D. Proventia MFS

Answer: B

13. A client has deployed Tripwire on a portion of their infrastructure where PII data is located. What is a comparable solution from IBM ISS?

A. SiteProtector

B. Proventia Server

C. Proventia Desktop

D. Enterprise Scanner

Answer: B

14. Which statement best describes the IBM ISS security solution roadmap?

A. IBM ISS offers the widest variety of integrated products in the industry.

B. IBM ISS offers a large breadth of low cost solutions that addresses security governance and compliance issues.

C. IBM ISS provides a platform of security products and services that lowers cost and simplifies the complexity of managing security risk.

D. IBM ISS solutions address 100% of PCI requirements.WArialTimes New RomanZ

Answer: C

15. A client with a large Web-based presence has been continually attacked and fallen victim to SQL

Injection attacks. According to the client, many of the applications are old and were not developed with security in mind. What is the best proposal for this client?

A. MSS for the servers

B. An application assessment for all the applications on the servers

C. A penetration test for all servers

D. A vulnerability assessment for all the servers

Answer: B

16. A retail client is interested in becoming PCI compliant. What is the appropriate first step?

A. Penetration Test against all DMZ-facing servers

B. Network based DLP solution to stop the loss of all PCI data

C. Application Assessment services for all applications with PCI data

D. PCI Gap Assessment

Answer: D

17. A large state agency is planning a project to stop the loss of critical data. What should the seller discuss first with the client?

A. IBM partnerships with Verdasys and Fidelis for data loss protection

B. Data Protection services, including a data classification assessment

C. Tape back-up best practices

D. Best practices around data encryption

Answer: B

18. A large enterprise recently experienced a security breach involving the loss of client data. A seller is meeting with the client to identify ways to avoid future breaches. Who should be present at the meeting and what should be discussed?

A. CFO   financial implications of the breach

B. CISO   type of breach and existing solutions to prevent breaches

C. VP of Operations   operational implications of the breach

D. VP of Compliance   regulation violations

Answer: B

19. To satisfy regulatory requirements, a client needs to store all login attempts on each of the corporate application servers. After assessing the building and running a log management system, the client is searching for alternatives. Which service best fits the clients requirements?

A. MSS VMS

B. MSS SELM

C. MSS Identity and Access Management

D. MSS MPS

Answer: B

20. A large healthcare provider, concerned with patient confidentiality, discovered that its network was breached and patient records may have been compromised. Which IBM ISS service is most appropriate for the client?

A. Security penetration test

B. Application security assessment

C. X-Force Emergency Response Services

D. Security risk assessment study

Answer: C

21. Which of the following best describes the IBM ISS security offerings?

A. IBM ISS offers a comprehensive portfolio of IT security products and services for large organizations only.

B. IBM ISS pre-emptive security solutions stop internal threats before they impact your business.

C. IBM ISS' approach to information security integrates a centralized management system with point solutions for your entire IT infrastructure.

D. IBM ISS offers an array of point solution pre-emptive security products and services built on vulnerability-based research and multi-layered security techniques.

Answer: C

22. IBM ISS Professional Security Services delivers expert security consulting. Which PSS service best

helps a client address the requirements for implementation of IBM ISS products?

A. Deployment Consulting Service

B. Information Security Assessment

C. Policy Development Services

D. Policy Gap Assessment

Answer: A

23. What key elements should the seller discuss with a client selecting a Managed Security Services

provider?

A. Security Expertise and Reputation, including SLA Terms and Conditions

B. Service, Support, and Security Operations Centre Capabilities

C. Financial Stability

D. All of the above

Answer: D

24. A mid-sized national retailer must comply with PCI. The client is concerned about the initial costs of

PCI compliance. To reduce project scope, IBM ISS should perform which of the following?

A. Perform a Gap Assessment to address reducing data flows.

B. Provide quarterly scans to meet the PCI scan requirement.

C. Supply UTM to provide PCI compliance.

D. Provide Managed Security Services to support the infrastructure.

Answer: A

25. Sales at a Web development organization have steadily increased because the organization provides

a service guarantee against Website attacks. To provide the guaranteed service, which of the following

would the company use while working with IBM ISS?

A. SELM as a managed service

B. Rational App Scan to test vulnerabilities

C. Tivoli Identity Manager for Secure Login

D. X-Force application assessments and secure code development

Answer: D

26. How is IBM able to effectively analyze billions of security events each month?

A. By using information obtained from X-Force and Global MSS business.

B. By participating in the global information security community.

C. By having the largest global client base.

D. By obtaining data feeds from both Software Groups, GBS, and GTS.

Answer: A

27. IBM ISS is continually expanding its products to address new and emerging threats. Proventia ESC is part of the desktop strategy. What does this product enable?

A. Flexibility in the engines it uses to protect across a wide range of applications

B. Integration with the Tivoli suite

C. A new, unique experience giving users the ability to fine tune security policies

D. The ability to lock users who fail to comply with company policy

Answer: A

28. Acme Corp has repeatedly struggled with a worm outbreak on its network. After addressing the issue by deploying IPS technology, the client discovers more worms that caused additional problems. Which of the following is the best approach for this client?

A. A Penetration Test against all network routers

B. Additional Proventia GX IPS devices

C. An application security assessment

D. An Information Security Assessment

Answer: D

29. IBM's Managed Security Services is recognized as the global leader. What differentiates IBM's SELM service from other MSS providers?

A. Offering a subset of MSS services for clients whose security budgets are over-extended

B. Storing logs for up to 7 years

C. Helping address PCI compliance requirements

D. Monitoring network and security devices, displaying results in a singular view through the VSOC Portal

Answer: D

30. Which one of the following statements best describes the IBM ISS Portfolio?

A. IBM ISS pre-emptive, integrated product and service security solutions deliver effective visibility, integrity and protection at all levels: network, server, and desktop.

B. IBM ISS is best known for its ability to help organizations detect threats after they have impacted the enterprise.

C. IBM ISS is considered an industry leader in the Information Security Industry.

D. IBM ISS complements its product family with world-class security services to help client design, implement, and maintain a sound security strategy.

Answer: A