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Title : Selling HP ArcSight

Information Security

Solutions

Version: Demo

- 1. What is the key message about HP's Global security research efforts?
- A. Collaborative effort of HP teams: DVLabs, ArcSight, Fortify, HP Labs
- B. Discovering two times more software vulnerabilities than other IPS, NGFW vendors and continuously finding more than the rest of the market combined
- C. SANS, CERT, NIST, OSVDB, software and reputation vendors contributing information to the ThreatLinQ security portal
- D. Over 2000 customers helping DVLabs collect network and security data from around the globe **Answer:** A
- 2. Which disruptive technology trend is relevant to ArcSight?
- A. The decrease in the traditional corporate perimeter
- B. Complexity resulting from removing blind spots
- C. The increased drive to adopt new technologies
- D. The decline of security compliance

Answer: A

3.HOTSPOT

Match each enterprise security priority with the action that best corresponds to it.

compliance	~	
information risk in the era of mobile, cloud, and social media	~	
reaction time to security incidents		
costs, spending wisely	~	
increasingly sophisticated cyber threats	~	

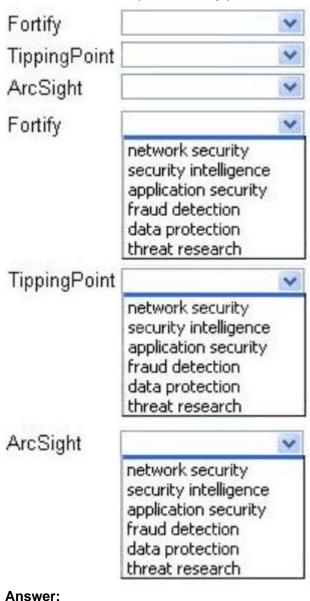
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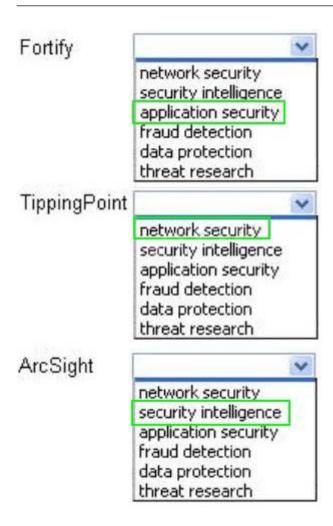
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4.HOTSPOT

Match each HP Enterprise Security product with its primary function.





5. Which statements are true about HP ArcSight solution architecture as a platform for monitoring modern threats and risks? (Select three.)

- A. It measures security effectiveness across people, process, and technology.
- B. It includes dynamic analytics and policy enforcement, as well as predictive intelligence.
- C. It accelerates time-to-value for achieving secure applications.
- D. It captures logs, correlates events, monitors applications, checks for fraud, and provides manager uses and controls.
- E. It is augmented by services expertise and the most advanced security user community: Protect724.
- F. It delivers risk intelligence from application development to improve operational security.

Answer: A,D,E

- 6.Enterprises and governments are facing the most aggressive threat environment in their history. What is the main issue that is causing attacks to be more profound or wide-reaching?
- A. Adversaries have become smarter, better organized, and more persistent as they look to gain information capital and IP.
- B. At any point in time, there are 200-300 potential security vulnerabilities representing thousands of potential ways to be exploited.
- C. Very few technology executives can confidently answer the simple question from their CEO: "How secure is my business?"
- D. Cyber threats are proven to be proliferating much slower.

Answer: B

- 7. What is a benefit of a holistic approach to security?
- A. Decreasing the number of new security breaches
- B. Proactive risk reduction: seeing everything, providing context, and acting appropriately
- C. Increasing the protection of your cloud environment
- D. Firefighting to solve a problem when a breach occurs

Answer: C

- 8. The HP TippingPoint Network Defense System is a complete set of security solutions that does what?
- A. Delivers risk intelligence from application development to improve operational security
- B. Measures security effectiveness across people, process, and technology
- C. Addresses advanced security threats at the perimeter and core of your business
- D. Includes dynamic analytics and policy deployment, as well as zero-day defense
- E. Protects business critical applications from cyber attacks

Answer: D

- 9. Which problems does HP Enterprise View address?
- A. mines data from across the entire enterprise, including HP Server Automation, HP Network Automation, and HP Operations Orchestration
- B. collects, analyzes, and correlates your servers' data to give you better visibility into your risk
- C. lets customers track their compliance state across their virtualized environments and helps manage their software compliance regulations
- D. provides vulnerability management, asset profiling, risk management

Answer: D

- 10. How does the HP Fortify Software Security Center identify and eliminate risk?
- A. By measuring security effectiveness across people, process, and technology
- B. By including dynamic analytics and policy deployment, as well as predictive intelligence
- C. By addressing advanced security threats at the perimeter and core of your business
- D. By increasing development productivity and improving security by removing security vulnerabilities from software

Answer: D