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Title : IBM Information

Management Data Security

& Privacy Sales Mastery v1

Version: DEMO

- 1. Home grown solutions are typically costly and ineffective when compared to Guardium Database Activity Monitor. The following are all reasons for this except:
- A. No automation or enterprise-wide policies
- B. High expertise to implement and maintain
- C. No separation of duties
- D. Insufficient testing of these solutions prior to implementation

Answer: B

- 2. Which of the following is qualifying question you should ask the first time you speak to a new prospect/client about IBM's Infosphere Privacy and Security Solutions?
- A. Have you worked with S-TAPs before?
- B. Do you know where does your sensitive or privacy data reside across and outside the enterprise? If so, where?
- C. How fast are your Production databases growing?
- D. What has your organization done to speed application development?

Answer: B

Explanation: * IBM InfoSphereData Privacy and Security for Data Warehousing enables organizations to reduce risk and cost associated with protecting sensitive data. The solution provides a complete set of capabilities to mask or redact data, monitor and audit data activity and maintain sensitive data definitions within select data warehousing environments.

- 3. Your customer deals with a lot of FOIA (Freedom of Information Act) requests and need to keep some information confidential. Which solution should you immediately recommend to him/her?
- A. Guardium Data Activity Monitor
- B. Optim Data Masking
- C. Guardium Data Redaction
- D. Guardium Encryption Expert

Answer: C

Explanation: *InfoSphere Guardium Data Redaction is a product aimed at achieving a balance between openness and privacy. Often, the same regulations require organizations to share their documents with regulators, business partners, or customers, and at the same time to protect sensitive information which may be buried in these documents *

