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**Exam :** 00M-195

**Title :** IBM Security Solutions Sales  
Mastery Test v1

**Vendors :** IBM

**Version :** DEMO

NO.1 What is not one of the major contributing elements of IBM's Smarter Planet initiative?

- A. Interconnected
- B. Integrated
- C. Intelligent
- D. Instrumented

Answer: B

NO.2 Which of the following Security Focus areas as shown in the IBM Security Framework are addressed

with IBM Security Services offerings?

- A. Data and Information Security.
- B. Application Security.
- C. Network, Server and Endpoint Security
- D. All of the above.

Answer: D

NO.3 The IBM Security Framework defines the need for repeatable, testable and automated controls for all

but:

- A. Data security
- B. Applications security
- C. Asset management
- D. Infrastructure protection

Answer: C

NO.4 What are the key security features of IBM Security Virtual Server Protection for VMware.?

- A. Rootkit Detection, Firewall, Intrusion Prevention, Virtual Network Admission Control, File Integrity Monitoring.
- B. Rootkit Detection, Firewall, Intrusion Prevention, Virtual Network Admission Control, Auditing.
- C. Rootkit Detection & Removal, Firewall, Intrusion Prevention, Virtual Network Admission Control, Auditing.
- D. Rootkit Detection, Firewall, Intrusion Detection Only, Virtual Network Admission Control, Auditing.

Answer: B

NO.5 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