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Title: Technical Sales Foundations

for IBM Security Intelligence

and Analytics V1

Version: DEMO

- 1. Which QRadar Apps integrate with the User Behaviour Analytics App to enhance its detection capabilities?
- A. QRadar Risk Manager and QRadar Network Security
- B. QRadar Machine Learning App and Reference Data Import LDAP
- C. QRadar Asset Profiler App and Palo Alto Networks App for QRadar
- D. QRadar Incident Remediation App and QRadar Artificial Analysis App

Answer: C

- 2. How can assets be used to help in investigations?
- A. As valuable data sources.
- B. Make searching for offenses easier.
- C. Help connect an offense to a device.
- D. Provide external threat intelligence.

Answer: D

3.An attacker, who has physical access to the premises, has connected a personal laptop to the network in an attempt to sniff traffic and record any clear text passwords.

This scenario would be classified as which type of attack?

- A. Fabrication
- B. Interception
- C. Modification
- D. Interruption

Answer: D

- 4. What does QRadar Network Insight (QNI) create?
- A. An Offense from Events.
- B. A demilitarized zone from Apple Airport data.
- C. OSI Layer 7 packet from OSI Layer 3 flow information.
- D. IPFIX records with deep security content from SPAN or TAN port data.

Answer: C

- 5. Which subjects should be covered when first demonstrating QRadar?
- A. 1. The devices QRadar supports.
- 2. How to write rules to detect spear-fishing attacks.
- 3. How much EPS QRadar can handle on a single box.
- 4. Why QRadar should be chosen.
- B. 1. The QRadar add-ons. and what problems they solve.
- 2. How QRadar add-ons work.
- 3. How to create a custom extracted property from a custom log source.
- 4. A use case involving different geographies, and its integration to a physical security system (badge reader).
- C. 1. The problem QRadar solves.
- 2. How QRadar works (i.e., data integration, correlation and offenses).
- 3. Use cases that apply to the client's business.

- 4. QRadar's competitive advantages
- D. 1. The programming languages used to build QRadar.
- 2. The cost per EPS and FPM
- 3. Building a use case in QRadar's rule wizard.
- 4. A POC so client can personally test the product.

Answer: A