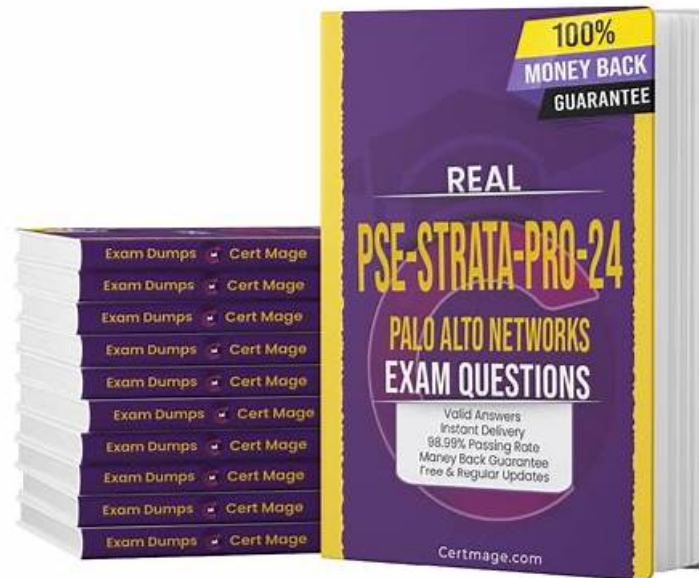


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Palo Alto Networks Systems Engineer Professional - Hardware Firewall Sample Questions (Q10-Q15):

NEW QUESTION # 10

Which statement applies to the default configuration of a Palo Alto Networks NGFW?

- A. The default policy action for interzone traffic is deny, eliminating implicit trust between security zones.
- B. The default policy action allows all traffic unless explicitly denied.
- C. Security profiles are applied to all policies by default, eliminating implicit trust of any data traversing the firewall.
- D. The default policy action for intrazone traffic is deny, eliminating implicit trust within a security zone.

Answer: A

Explanation:

The default configuration of a Palo Alto Networks NGFW includes a set of default security rules that determine how traffic is handled when no explicit rules are defined. Here's the explanation for each option:

- * Option A: Security profiles are applied to all policies by default, eliminating implicit trust of any data traversing the firewall
- * Security profiles (such as Antivirus, Anti-Spyware, and URL Filtering) are not applied to any policies by default. Administrators must explicitly apply them to security rules.
- * This statement is incorrect.
- * Option B: The default policy action for intrazone traffic is deny, eliminating implicit trust within a security zone
- * By default, traffic within the same zone (intrazone traffic) is allowed. For example, traffic between devices in the "trust" zone is permitted unless explicitly denied by an administrator.
- * This statement is incorrect.
- * Option C: The default policy action allows all traffic unless explicitly denied
- * Palo Alto Networks firewalls do not have an "allow all" default rule. Instead, they include a default "deny all" rule for interzone traffic and an implicit "allow" rule for intrazone traffic.
- * This statement is incorrect.
- * Option D: The default policy action for interzone traffic is deny, eliminating implicit trust between security zones
- * By default, traffic between different zones (interzone traffic) is denied. This aligns with the principle of zero trust, ensuring that no traffic is implicitly allowed between zones.
- * Administrators must define explicit rules to allow interzone traffic.
- * This statement is correct.

References:

- * Palo Alto Networks documentation on Security Policy Defaults
- * Knowledge Base article on Default Security Rules

NEW QUESTION # 11

Which two tools should a systems engineer use to showcase the benefit of an evaluation that a customer has just concluded?

- A. Golden Images
- B. Security Lifecycle Review (SLR)
- C. Firewall Sizing Guide
- D. Best Practice Assessment (BPA)

Answer: B,D

Explanation:

After a customer has concluded an evaluation of Palo Alto Networks solutions, it is critical to provide a detailed analysis of the results and benefits gained during the evaluation. The following two tools are most appropriate:

- * Why "Best Practice Assessment (BPA)" (Correct Answer A)? The BPA evaluates the customer's firewall configuration against Palo Alto Networks' recommended best practices. It highlights areas where the configuration could be improved to strengthen security posture. This is an excellent tool to showcase how adopting Palo Alto Networks' best practices aligns with industry standards and improves security performance.
- * Why "Security Lifecycle Review (SLR)" (Correct Answer B)? The SLR provides insights into the customer's security environment based on data collected during the evaluation. It identifies vulnerabilities, risks, and malicious activities observed in the network and demonstrates how Palo Alto Networks' solutions can address these issues. SLR reports use clear visuals and metrics, making it easier to showcase the benefits of the evaluation.
- * Why not "Firewall Sizing Guide" (Option C)? The Firewall Sizing Guide is a pre-sales tool used to recommend the appropriate firewall model based on the customer's network size, performance requirements, and other criteria. It is not relevant for showcasing

the benefits of an evaluation.

* Why not "Golden Images" (Option D)? Golden Images refer to pre-configured templates for deploying firewalls in specific use cases. While useful for operational efficiency, they are not tools for demonstrating the outcomes or benefits of a customer evaluation.

NEW QUESTION # 12

As a team plans for a meeting with a new customer in one week, the account manager prepares to pitch Zero Trust. The notes provided to the systems engineer (SE) in preparation for the meeting read: "Customer is struggling with security as they move to cloud apps and remote users." What should the SE recommend to the team in preparation for the meeting?

- A. Lead with the account manager pitching Zero Trust with the aim of convincing the customer that the team's approach meets their needs.
- B. Lead with a product demonstration of GlobalProtect connecting to an NGFW and Prisma Access, and have SaaS security enabled.
- C. Design discovery questions to validate customer challenges with identity, devices, data, and access for applications and remote users.
- D. Guide the account manager into recommending Prisma SASE at the customer meeting to solve the issues raised.

Answer: C

Explanation:

When preparing for a customer meeting, it's important to understand their specific challenges and align solutions accordingly. The notes suggest that the customer is facing difficulties securing their cloud apps and remote users, which are core areas addressed by Palo Alto Networks' Zero Trust and SASE solutions.

However, jumping directly into a pitch or product demonstration without validating the customer's specific challenges may fail to build trust or fully address their needs.

* Option A: Leading with a pre-structured pitch about Zero Trust principles may not resonate with the customer if their challenges are not fully understood first. The team needs to gather insights into the customer's security pain points before presenting a solution.

* Option B (Correct): Discovery questions are a critical step in the sales process, especially when addressing complex topics like Zero Trust. By designing targeted questions about the customer's challenges with identity, devices, data, and access, the SE can identify specific pain points. These insights can then be used to tailor a Zero Trust strategy that directly addresses the customer's concerns.

This approach ensures the meeting is customer-focused and demonstrates that the SE understands their unique needs.

* Option C: While a product demonstration of GlobalProtect, Prisma Access, and SaaS security is valuable, it should come after discovery. Presenting products prematurely may seem like a generic sales pitch and could fail to address the customer's actual challenges.

* Option D: Prisma SASE is an excellent solution for addressing cloud security and remote user challenges, but recommending it without first understanding the customer's specific needs may undermine trust. This step should follow after discovery and validation of the customer's pain points.

Examples of Discovery Questions:

- * What are your primary security challenges with remote users and cloud applications?
- * Are you currently able to enforce consistent security policies across your hybrid environment?
- * How do you handle identity verification and access control for remote users?
- * What level of visibility do you have into traffic to and from your cloud applications?

References:

Palo Alto Networks Zero Trust Overview: <https://www.paloaltonetworks.com/zero-trust> Best Practices for Customer Discovery: <https://docs.paloaltonetworks.com/sales-playbooks>

NEW QUESTION # 13

While responding to a customer RFP, a systems engineer (SE) is presented the question, "How do PANW firewalls enable the mapping of transactions as part of Zero Trust principles?" Which two narratives can the SE use to respond to the question? (Choose two.)

- A. Emphasize Zero Trust as an ideology, and that the customer decides how to align to Zero Trust principles.
- B. Reinforce the importance of decryption and security protections to verify traffic that is not malicious.
- C. Explain how the NGFW can be placed in the network so it has visibility into every traffic flow.
- D. Describe how Palo Alto Networks NGFW Security policies are built by using users, applications, and data objects.

Answer: C,D

Explanation:

Zero Trust is a strategic framework for securing infrastructure and data by eliminating implicit trust and continuously validating every stage of digital interaction. Palo Alto Networks NGFWs are designed with native capabilities to align with Zero Trust principles, such as monitoring transactions, validating identities, and enforcing least-privilege access. The following narratives effectively address the customer's question:

* Option A: While emphasizing Zero Trust as an ideology is accurate, this response does not directly explain how Palo Alto Networks firewalls facilitate mapping of transactions. It provides context but is insufficient for addressing the technical aspect of the question.

* Option B: Decryption and security protections are important for identifying malicious traffic, but they are not specific to mapping transactions within a Zero Trust framework. This response focuses on a subset of security functions rather than the broader concept of visibility and policy enforcement.

* Option C (Correct): Placing the NGFW in the network provides visibility into every traffic flow across users, devices, and applications. This allows the firewall to map transactions and enforce Zero Trust principles such as segmenting networks, inspecting all traffic, and controlling access. With features like App-ID, User-ID, and Content-ID, the firewall provides granular insights into traffic flows, making it easier to identify and secure transactions.

* Option D (Correct): Palo Alto Networks NGFWs use security policies based on users, applications, and data objects to align with Zero Trust principles. Instead of relying on IP addresses or ports, policies are enforced based on the application's behavior, the identity of the user, and the sensitivity of the data involved. This mapping ensures that only authorized users can access specific resources, which is a cornerstone of Zero Trust.

References:

* Zero Trust Framework: <https://www.paloaltonetworks.com/solutions/zero-trust>

* Security Policy Best Practices for Zero Trust: <https://docs.paloaltonetworks.com>

NEW QUESTION # 14

Which three use cases are specific to Policy Optimizer? (Choose three.)

- A. Automating the tagging of rules based on historical log data
- B. Discovering applications on the network and transitions to application-based policy over time
- C. Enabling migration from port-based rules to application-based rules
- D. Discovering 5-tuple attributes that can be simplified to 4-tuple attributes
- E. Converting broad rules based on application filters into narrow rules based on application groups

Answer: A,B,C

Explanation:

The question asks for three use cases specific to Policy Optimizer, a feature in PAN-OS designed to enhance security policy management on Palo Alto Networks Strata Hardware Firewalls. Policy Optimizer helps administrators refine firewall rules by leveraging App-ID technology, transitioning from legacy port-based policies to application-based policies, and optimizing rule efficiency. Below is a detailed explanation of why options A, C, and E are the correct use cases, verified against official Palo Alto Networks documentation.

Step 1: Understanding Policy Optimizer in PAN-OS

Policy Optimizer is a tool introduced in PAN-OS 9.0 and enhanced in subsequent versions (e.g., 11.1), accessible under Policies > Policy Optimizer in the web interface. It analyzes traffic logs to:

* Identify applications traversing the network.

* Suggest refinements to security rules (e.g., replacing ports with App-IDs).

* Provide insights into rule usage and optimization opportunities.

Its primary goal is to align policies with Palo Alto Networks' application-centric approach, improving security and manageability on Strata NGFWs.

NEW QUESTION # 15

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