

Cisco

Exam Questions 700-250

Cisco Small and Medium Business Sales



NEW QUESTION 1

Which Cisco solution provides end-to-end visibility from every user to any application?

- A. Cisco Overwatch
- B. ThousandEyes
- C. Meraki Dashboard
- D. Cisco Control Hub

Answer: B

Explanation:

ThousandEyes provides end-to-end visibility from every user to any application, which is crucial for maintaining optimal network performance and user experience. It offers detailed insights into network paths and application delivery, enabling IT teams to monitor and troubleshoot performance issues across the entire network, including the internet, cloud, and enterprise networks.

* 1. End-to-End Visibility: ThousandEyes provides comprehensive visibility into the entire network path, from the user to the application, regardless of the location or network segments involved.

* 2. Network and Application Performance Monitoring: It continuously monitors the performance of applications and the underlying network, identifying bottlenecks and issues affecting user experience.

* 3. Troubleshooting and Analysis: ThousandEyes offers powerful tools for diagnosing and resolving performance issues, providing detailed metrics and analysis to pinpoint the source of problems.

References:

- Cisco ThousandEyes Overview
- ThousandEyes Data Sheet
- Cisco Network Performance Monitoring Solutions

NEW QUESTION 2

Which product enhances workspaces for SMBs by accelerating the Webex platform experience?

- A. Webex Breakout Rooms
- B. Webex Control Hub
- C. Webex Boards
- D. Webex Polls

Answer: C

Explanation:

Webex Boards enhance workspaces for SMBs by accelerating the Webex platform experience. These interactive touchscreens integrate with the Webex platform, enabling seamless collaboration through video conferencing, digital whiteboarding, and content sharing. Webex Boards create an engaging and productive environment for meetings, brainstorming sessions, and team collaboration, making them a valuable tool for SMBs looking to optimize their workspace experience.

References:

- Cisco Webex Boards Product Information
- Cisco Collaboration Solutions for SMBs

NEW QUESTION 3

According to the IDC, what is the expected spend on Future of Work technology and services in 2025?

- A. \$500 billion
- B. \$1 trillion
- C. \$1.2 trillion
- D. \$2 trillion

Answer: C

Explanation:

According to the IDC, the expected spend on Future of Work technology and services in 2025 is projected to be \$1.2 trillion. This spending encompasses investments in technologies and services that support new ways of working, including remote work infrastructure, collaboration tools, cybersecurity, and automation.

* 1. Remote Work Infrastructure: Increased investment in tools and services that support remote work, including secure connectivity and cloud services.

* 2. Collaboration Tools: Spending on advanced collaboration platforms that facilitate seamless communication and teamwork.

* 3. Cybersecurity: Enhanced focus on security solutions to protect distributed workforces and data.

* 4. Automation: Investment in technologies that automate repetitive tasks and improve operational efficiency. References:

- IDC Future of Work Spending Projections
- Cisco Future of Work Technology Reports
- Market Trends and Analysis on Remote Work Technologies

NEW QUESTION 4

Which feature results in fewer cyberattacks and breaches for an organization?

- A. security products from multiple vendors
- B. large cybersecurity team
- C. proactive security strategy
- D. multi-cloud security platform

Answer: C

Explanation:

A proactive security strategy is essential for reducing the number of cyberattacks and breaches an organization faces. This approach involves anticipating potential

security threats and taking measures to prevent them before they can cause harm. Elements of a proactive security strategy include continuous monitoring, regular vulnerability assessments, timely patching of software, employee training on cybersecurity best practices, and the implementation of advanced security technologies such as intrusion detection systems and automated threat response. By staying ahead of potential threats, organizations can significantly reduce their risk of cyberattacks and breaches.

References:

- Cisco Security Strategy Documentation
- Cisco Cybersecurity Reports

NEW QUESTION 5

Which Cisco solution should a community college implement to fortify DNS requests?

- A. Umbrella
- B. DNS redundancy
- C. Cisco Secure Email
- D. Duo

Answer: A

Explanation:

Cisco Umbrella is the recommended solution for a community college looking to fortify DNS requests. Cisco Umbrella provides secure DNS-layer protection, blocking malicious domains, IP addresses, and cloud applications before they can reach the network. This helps prevent phishing, malware, and other cyber threats, ensuring a safer online environment for students, faculty, and staff. The solution is cloud-based, making it easy to deploy and manage without requiring additional hardware.

References:

- Cisco Umbrella Product Overview
- Cisco DNS Security Solutions

NEW QUESTION 6

What is an important benefit of SMB experiences?

- A. teams should be in the office to be most productive
- B. does not allow for the interaction of multi-vendor collaboration tools
- C. allows a reduction in the number of people responsible for security
- D. by offering integrated solutions that allow SMBs to stay within their budget constraints

Answer: D

Explanation:

An important benefit of SMB experiences is offering integrated solutions that allow SMBs to stay within their budget constraints. SMBs typically have limited resources and need cost-effective solutions that can deliver the necessary functionality without breaking the bank. Integrated solutions help SMBs by combining multiple functions into a single package, reducing the need for multiple vendors and simplifying management.

* 1. Cost-Effectiveness: Integrated solutions are generally more affordable as they bundle multiple functionalities into one, saving on the costs of purchasing and maintaining separate systems.

* 2. Simplified Management: Having an integrated solution means that SMBs can manage their IT infrastructure more easily, reducing the complexity and workload for IT staff.

* 3. Vendor Reduction: By relying on fewer vendors, SMBs can streamline their operations, reduce the need for multiple support contracts, and minimize compatibility issues.

References:

- Cisco SMB Solutions Overview
- Benefits of Integrated IT Solutions for SMBs
- Cisco Cost-Effective Solutions for Small Businesses

NEW QUESTION 7

Which percent of SMBs are using more SaaS applications?

- A. 39%
- B. 57%
- C. 80%
- D. 100%

Answer: C

Explanation:

80% of SMBs are using more SaaS applications. The adoption of Software as a Service (SaaS) has been rapidly increasing among SMBs due to its flexibility, scalability, and cost-effectiveness. SMBs find SaaS applications beneficial for enhancing productivity, collaboration, and business operations without the need for extensive on-premises infrastructure.

* 1. Flexibility and Scalability: SaaS applications allow SMBs to easily scale their usage based on needs without significant upfront investments.

* 2. Cost-Effectiveness: By using SaaS, SMBs can reduce costs associated with maintaining and updating on-premises hardware and software.

* 3. Enhanced Productivity: SaaS applications often include features that improve collaboration and efficiency, making them attractive to SMBs.

References:

- Industry Reports on SaaS Adoption among SMBs
- Cisco Small Business Solutions Overview
- Market Analysis on Cloud Services and SaaS Usage

NEW QUESTION 8

How are Cisco's SMB experiences designed to cater to the unique challenges and needs of SMBs?

- A. providing generalized training and support
- B. offering dedicated support lines and training modules specifically for SMB customers

- C. reducing confusion by limiting deployment options
- D. building SMB experiences around on-premises devices so internet outages do not affect productivity

Answer: B

Explanation:

Cisco's SMB experiences are tailored to address the unique challenges faced by small and medium businesses. These include limited IT resources, budget constraints, and the need for efficient and easy-to-manage solutions. To cater to these needs, Cisco provides dedicated support lines and training modules specifically designed for SMB customers. This approach ensures that SMBs receive focused and specialized assistance, which helps them effectively utilize Cisco's technology and maximize their investment. By offering these dedicated resources, Cisco enhances the overall experience for SMBs, enabling them to deploy and manage their IT infrastructure with greater confidence and efficiency.

References:

- Cisco SMB Solutions Overview
- Cisco SMB Support and Resources Documentation

NEW QUESTION 9

For which portfolio is Cisco a global leader?

- A. security
- B. cloud security
- C. networking
- D. data monitoring

Answer: C

Explanation:

Cisco is a global leader in networking. The company's extensive portfolio includes solutions for enterprise networking, data center networking, cloud networking, and more. Cisco's networking products and technologies are known for their reliability, scalability, and innovation, making them a top choice for businesses worldwide. Cisco's leadership in networking is supported by a strong ecosystem of partners and a commitment to continuous improvement and adaptation to emerging trends.

References:

- Cisco Networking Solutions
- Industry Reports on Networking Leaders

NEW QUESTION 10

Which Cisco product protects against the loss of sensitive data?

- A. Meraki Systems Manager
- B. Meraki MX
- C. DUO
- D. Umbrella

Answer: B

Explanation:

The Cisco Meraki MX series is a comprehensive security and SD-WAN appliance that includes features specifically designed to protect against the loss of sensitive data. It provides robust security measures such as advanced threat protection, content filtering, and intrusion prevention, which help safeguard sensitive data from breaches and unauthorized access.

- * 1. Advanced Threat Protection: The Meraki MX includes features like malware protection and advanced security analytics to detect and prevent data breaches.
- * 2. Content Filtering: It helps in preventing sensitive data from being sent out or accessed by filtering web content and applications.
- * 3. Intrusion Prevention System (IPS): The built-in IPS provides deep packet inspection to detect and block potential threats, ensuring sensitive data remains secure.

References:

- Cisco Meraki MX Security and SD-WAN Overview
- Cisco Meraki MX Data Sheet
- Meraki Security and Threat Protection Documentation

NEW QUESTION 10

Which security feature provides insights into Internet activity and facilitates real-time activity search?

- A. Control Hub
- B. Duo
- C. Cloud-Delivered AI
- D. Secure Web Gateway

Answer: D

Explanation:

Explanation

A Secure Web Gateway (SWG) provides insights into internet activity and facilitates real-time activity search. It monitors and controls web traffic, enforcing security policies to protect against threats and ensuring compliance with corporate policies. SWG solutions offer visibility into user activity on the internet and allow for the analysis and searching of real-time activity data.

- * 1. Internet Activity Monitoring: SWGs provide detailed visibility into web traffic, enabling organizations to monitor user behavior and internet activity.
- * 2. Real-Time Activity Search: They allow IT administrators to search and analyze real-time activity data to identify potential threats and enforce security policies.
- * 3. Threat Protection: SWGs protect users from web-based threats such as malware, phishing, and malicious websites by filtering and blocking harmful content.

References:

- Cisco Secure Web Gateway Overview
- Internet Activity Monitoring Solutions
- Cisco Web Security Documentation

NEW QUESTION 15

What is a functional requirement for a secure SMB?

- A. high-quality, seamless, and resilient capture capabilities
- B. a holistic view of all data
- C. low friction secure access process
- D. zero trust identity-based access to applications with multifactor authentication

Answer: D

Explanation:

Explanation

A functional requirement for a secure SMB includes implementing zero trust identity-based access to applications with multifactor authentication (MFA). This approach ensures that only verified users can access sensitive data and applications, adding an extra layer of security through MFA. By requiring multiple forms of verification, SMBs can protect against unauthorized access and reduce the risk of security breaches, ensuring that their data and applications remain secure even if user credentials are compromised.

References:

- Cisco Zero Trust Security Solutions
- Cisco Multifactor Authentication Best Practices

NEW QUESTION 17

Which feature was designed for Cisco partners to co-brand and embed on their websites?

- A. SMB Services Portal
- B. SMB Experience Explorer
- C. SMB Portfolio Explorer
- D. Select Solutions Portal

Answer: B

Explanation:

Explanation

The SMB Experience Explorer is designed for Cisco partners to co-brand and embed on their websites. This feature allows partners to showcase Cisco's SMB solutions, providing an interactive way for potential customers to explore the offerings and benefits. By co-branding the SMB Experience Explorer, partners can enhance their marketing efforts and demonstrate the value of Cisco's SMB solutions to their clients.

References:

- Cisco Partner Marketing Tools
- Cisco SMB Experience Explorer Overview

NEW QUESTION 18

Which device connects remote SMB workers with power collaboration solutions and award-winning devices?

- A. Meraki Insight
- B. Cloud Meeting Solutions
- C. WebEX
- D. Meraki Systems Manager

Answer: C

Explanation:

Explanation

Webex is the device that connects remote SMB workers with powerful collaboration solutions and award-winning devices. As a leading solution in video conferencing and online meetings, Webex provides a platform for secure and effective communication and collaboration. It integrates seamlessly with various devices and applications, offering features like video conferencing, screen sharing, and real-time messaging. This makes it an ideal tool for remote SMB workers who need to stay connected and collaborate efficiently, no matter their location.

NEW QUESTION 22

Which groundbreaking feature leverages Meraki Cameras?

- A. Smart Health Notifications
- B. Smart Cleaning Notifications
- C. Smart IoT Notifications
- D. Smart Secure Notifications

Answer: C

Explanation:

Explanation

Meraki Cameras leverage Smart IoT Notifications as part of their innovative features. These notifications are part of the broader Meraki IoT (Internet of Things) ecosystem, enabling advanced capabilities such as detecting unusual activity, monitoring environmental conditions, and integrating with other IoT devices for comprehensive smart management. The cameras provide intelligent alerts and notifications based on various triggers and conditions, enhancing security and operational efficiency.

- * 1. Integration with IoT Ecosystem: Meraki Cameras can integrate with other IoT devices and systems, allowing for comprehensive monitoring and management.
- * 2. Advanced Analytics: The cameras use advanced video analytics to detect unusual patterns and activities, sending smart notifications to administrators.
- * 3. Enhanced Security: By leveraging IoT notifications, Meraki Cameras provide real-time alerts on potential security breaches or anomalies.

References:

- Cisco Meraki MV Cameras Data Sheet
- Cisco Meraki IoT Solutions Overview
- Meraki Smart Notifications and Analytics Documentation

NEW QUESTION 24

Which Cisco product is part of Remote SMB for empowering IT management?

- A. ThousandEyes
- B. Umbrella
- C. Cisco Secure Endpoint
- D. Duo

Answer: B

Explanation:

Explanation

Cisco Umbrella is part of the Remote SMB solutions, empowering IT management by providing cloud-delivered security that protects users both on and off the network. Umbrella offers DNS-layer security, secure web gateway capabilities, and cloud-delivered firewall features, ensuring comprehensive protection and visibility across the entire network. It simplifies security management and enhances the ability of IT teams to protect remote workers effectively.

References:

- Cisco Umbrella Product Information
- Cisco Remote Work Solutions

NEW QUESTION 25

What is a quality requirement for a secure SMB?

- A. endpoint security with threat hunting and vulnerability management
- B. cloud-delivered security to all devices
- C. low friction secure access process
- D. zero trust identity-based access to every application

Answer: D

Explanation:

Explanation

A key quality requirement for a secure SMB is implementing zero trust identity-based access to every application. This security model ensures that only authenticated and authorized users can access applications, regardless of their location or device. By adopting a zero trust approach, SMBs can significantly reduce the risk of unauthorized access and data breaches. This involves continuous verification of user identities, strict access controls, and monitoring of all network activities. The zero trust framework is essential for maintaining robust security in an environment where remote work and cloud applications are prevalent.

References:

- Cisco Zero Trust Security Solutions
- Cisco Secure SMB Guidelines

NEW QUESTION 30

What does the hybrid SMB experience deliver to the customer?

- A. cloud security
- B. secure Connectivity and dynamic collaboration
- C. zero trust identity-based access
- D. less distributed applications

Answer: B

Explanation:

Explanation

The hybrid SMB experience delivered by Cisco focuses on providing secure connectivity and dynamic collaboration. This approach ensures that SMBs can maintain secure connections across various environments, whether in-office or remote, and leverage dynamic collaboration tools that enhance productivity and communication. This experience integrates Cisco's robust security protocols and collaboration solutions, such as Webex, to support a seamless and efficient work environment for SMBs, adapting to the hybrid work model that combines both remote and in-person work.

References: Cisco Small and Medium Business Sales Documentation

NEW QUESTION 32

Which segment presents the largest opportunity for managed services?

- A. Collaboration
- B. Security
- C. Data Center
- D. Observability

Answer: B

Explanation:

Explanation

The segment that presents the largest opportunity for managed services is Security. With the increasing complexity of cyber threats and the growing need for robust security measures, businesses are turning to managed security services to protect their networks and data. Managed security services offer comprehensive solutions, including threat detection and response, vulnerability management, and compliance monitoring, providing businesses with the expertise and resources needed to maintain a secure environment.

References:

- Cisco Managed Security Services Overview
- Market Analysis Reports on Managed Security Services

NEW QUESTION 35

How are customers who have not spent any money in the last 12 quarters classified?

- A. Renewed Logo
- B. Stable Logo
- C. New Logo
- D. Dormant Logo

Answer: D

Explanation:

Explanation

Customers who have not spent any money in the last 12 quarters are classified as "Dormant Logo." This classification helps businesses identify customers who have become inactive over a significant period. Understanding which customers fall into this category allows companies to develop targeted re-engagement strategies to win back their business. By identifying and addressing the needs of dormant customers, businesses can potentially reactivate these accounts and improve their overall customer retention rates.

References:

- Cisco Customer Classification Guidelines
- Cisco Sales Strategies Documentation

NEW QUESTION 37

Which role within the Cisco ecosystem is primarily focused on delivering customized technology solutions to end customers?

- A. Authorized Distributor
- B. Value-Added Reseller
- C. Independent Software Vendor
- D. Systems Integrator

Answer: B

NEW QUESTION 39

What approaches enable IT teams to manage operations more efficiently? (Choose Two)

- A. Frequent restructuring of teams
- B. Use of automated systems for routine tasks
- C. Providing clear roles and responsibilities
- D. Reducing budget for IT innovations

Answer: BC

NEW QUESTION 42

Where do SMB partners find free-to-use customizable campaigns and assets?

- A. Cisco Solutions Velocity Central
- B. The Life Cycle Advantage Portal
- C. Cisco Velocity Advantage Portal
- D. Cisco Marketing Velocity Central

Answer: D

NEW QUESTION 45

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