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
Environmental sustainability is very important to Cisco. What is Cisco's goal regarding net zero emissions?

A. achieve it by 2025
B. achieve it by 2030
C. achieve it by 2040
D. has already been achieved

Answer: C

Explanation:
Cisco has set a goal to achieve net zero emissions by 2040. This ambitious target reflects Cisco's commitment to environmental sustainability and its recognition of
the urgent need to address climate change. Achieving net zero emissions means that Cisco aims to balance the amount of greenhouse gases emitted with an
equivalent amount being removed from the atmosphere, resulting in a net zero carbon footprint. This goal involves reducing emissions across its operations and
supply chain and investing in renewable energy and carbon offset projects.
References:
•Cisco Environmental Sustainability Goals
•Cisco CSR Reports

NEW QUESTION 3
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 4
By which margin are MSPs expected to grow in the next year?

A. 9%
B. 11%
C. 15%
D. 17%

Answer: C

Explanation:
MSPs (Managed Service Providers) are projected to grow by a margin of 15% in the next year. This growth is driven by the increasing reliance of businesses on managed services for their IT needs, as well as the ongoing shift towards digital transformation and cloud adoption. The demand for managed services is rising as SMBs look to outsource their IT management to specialized providers to enhance efficiency, security, and performance.
* 1. Market Demand: The growing complexity of IT environments and the need for specialized expertise are fueling the demand for MSPs.
* 2. Digital Transformation: Businesses are increasingly adopting digital tools and cloud services, which MSPs help to manage and optimize.
* 3. Security Needs: With the rise in cyber threats, SMBs are turning to MSPs for robust security solutions.
References:
•Industry Reports on MSP Market Growth
•Cisco Managed Services Overview
•Market Analysis on IT Services and Managed Services Growth

NEW QUESTION 5
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 6
Which devices are considered cloud-fiirst technology?

A. Catalyst devices
B. IP video endpoints
C. Meraki devices
D. HVAC Sensors

Answer: C

Explanation:
Explanation
Meraki devices are considered cloud-first technology because they are designed to be managed through the cloud, providing centralized control and visibility over the network. This cloud-based approach simplifies the management of network infrastructure, making it more accessible and efficient for SMBs and enterprises alike. Meraki's cloud-first design allows for seamless updates, scalability, and real-time monitoring, which are crucial for modern IT environments. This contrasts with traditional on-premises devices that require more manual management and maintenance.
References:
•Cisco Meraki Product Overview
•Cisco Meraki Cloud Management Documentation

NEW QUESTION 7
What will remain a top priority because of the growing number of connected devices and geopolitical issues?

A. cyber security
B. collaboration tools
C. cashflow
D. AI-powered applications

Answer: A

Explanation:
Explanation
Cybersecurity will remain a top priority due to the increasing number of connected devices and ongoing geopolitical issues. The proliferation of IoT devices and the interconnected nature of modern networks expand the potential attack surface, making robust cybersecurity measures essential. Additionally, geopolitical tensions can lead to state-sponsored cyber attacks, requiring businesses of all sizes to prioritize their cybersecurity strategies to protect sensitive information and ensure operational continuity.
* 1. Growth of Connected Devices: The increasing number of IoT and other connected devices introduces new vulnerabilities and attack vectors that need to be secured.
* 2. Geopolitical Tensions: Geopolitical issues often manifest in the digital realm through cyber espionage, attacks on critical infrastructure, and other malicious activities, highlighting the need for strong cybersecurity defenses.
* 3. Continuous Threat Evolution: Cyber threats are continuously evolving, necessitating ongoing vigilance, updated security measures, and a proactive approach to cybersecurity.
References:

•Cisco Annual Cybersecurity Report
•Cisco Small Business Solutions Guide
•Industry Reports on Cybersecurity Priorities and Trends

NEW QUESTION 8
Which Cisco product features Integrated Mobile Device Mana,gement?

A. Duo
B. Umbrella
C. Meraki
D. Webex

Answer: C

Explanation:
Explanation
Cisco Meraki offers integrated mobile device management (MDM) as part of its cloud-managed networking solutions. The Meraki Dashboard provides centralized management of network devices, including mobile devices, which allows IT administrators to enforce security policies, monitor device compliance, and manage app deployment.
* 1. Centralized Management: The Meraki Dashboard enables centralized control over all network devices, including mobile endpoints, through a single interface.
* 2. Device Enrollment: Administrators can enroll mobile devices in the Meraki system for management and monitoring.
* 3. Security Policies: Meraki allows the application of security policies to mobile devices, ensuring they meet organizational security standards.
* 4. App Management: IT administrators can deploy, manage, and update applications on enrolled mobile devices remotely.
References:
•Cisco Meraki Mobile Device Management Data Sheet
•Cisco Meraki Dashboard Overview
•Cisco Small Business Solutions Guide

NEW QUESTION 9
Which Cisco product is part of the smart experience for enabling workspaces?

A. Cisco Secure Email
B. Meraki insight
C. Meraki Systems Manager
D. Meraki Camera

Answer: B

Explanation:
Explanation
Meraki Insight is a Cisco product that is part of the smart experience for enabling workspaces. It provides deep visibility into network and application performance, allowing organizations to proactively identify and troubleshoot issues that could impact user experience. By leveraging Meraki Insight, businesses can optimize their network performance, ensure seamless application delivery, and enhance overall productivity in the workspace.
References:
•Cisco Meraki Insight Product Overview
•Cisco Smart Workspaces Solutions

NEW QUESTION 10
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 10
Which Cisco solution helps SMBs in creating a robust IT infrastructure with minimal technical staff?

A. Cisco Advanced Malware Protection
B. Cisco Start
C. Cisco Catalyst Switches
D. Cisco Aironet Wireless Communications

Answer: B

NEW QUESTION 15

What are key applications commonly relied upon by SMBs? (Choose Two)

A. Advanced data analysis tools
B. Basic text editing software
C. Customer relationship management (CRM) systems
D. Generic, non-customizable ERP systems

Answer: AC

NEW QUESTION 19
In what way do smart solutions impact decision-making in SMBs?

A. By providing less data for analysis
B. Encouraging decisions based on gut feelings
C. Delivering actionable insights from analyzed data
D. Reducing the speed of decision-making

Answer: C

NEW QUESTION 24
How does Cisco help SMBs to be truly smart?

A. secure connectivity
B. operational inefficiencies
C. employee automation
D. utilities cost control

Answer: A

NEW QUESTION 29
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