

Exam Questions 700-250

Cisco Small and Medium Business Sales

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NEW QUESTION 1

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 2

Which Cisco solution helps keep a healthcare patient's information secure?

- A. Cisco Care Plus
- B. Duo
- C. Meraki Systems Manager
- D. DNS redundancy

Answer: B

Explanation:

Duo, a Cisco solution, helps keep healthcare patient information secure by providing robust multi-factor authentication (MFA) and secure access controls. Duo ensures that only authorized users can access sensitive healthcare information, thereby protecting patient data from unauthorized access and breaches.

- * 1. Multi-Factor Authentication (MFA): Duo provides an additional layer of security by requiring users to verify their identity through multiple factors before accessing sensitive information.
- * 2. Access Controls: Duo allows healthcare organizations to enforce strict access controls, ensuring that only authorized personnel can access patient information.
- * 3. Compliance: Duo helps healthcare providers meet regulatory compliance requirements, such as HIPAA, by securing patient information and maintaining data privacy.

References:

- Cisco Duo Security Overview
- Cisco Solutions for Healthcare
- Healthcare Data Security Compliance Documentation

NEW QUESTION 3

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 4

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 5

Which Meraki product is used in Remote SMB work from home?

- A. Z4 teleworker gateway
- B. Meraki Insight
- C. Meraki MV
- D. Meraki MT

Answer: A

Explanation:

The Meraki Z4 teleworker gateway is specifically designed for remote SMB work-from-home scenarios. It provides secure connectivity and robust networking features to support employees working remotely, ensuring they have reliable access to corporate resources.

* 1. Secure Connectivity: The Z4 gateway provides secure VPN connections, ensuring remote workers can access corporate networks securely.

* 2. Comprehensive Networking: It offers advanced networking features such as traffic shaping, content filtering, and Wi-Fi, which are essential for remote work environments.

* 3. Easy Management: The Z4 can be managed remotely via the Meraki Dashboard, making it easy for IT teams to deploy and monitor.

References:

- Cisco Meraki Z4 Teleworker Gateway Data Sheet
- Meraki Remote Work Solutions Overview
- Cisco SMB Remote Work Product Documentation

NEW QUESTION 6

Which devices are considered cloud-first 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 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 8

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 9

Which Cisco product is part of the Secure SMB experience for enhancing workspaces?

- A. Duo
- B. Umbrella
- C. DNA Center
- D. Meraki Cameras

Answer: D

Explanation:

Explanation

Meraki Cameras are part of the Secure SMB experience, designed to enhance workspaces by providing advanced security and surveillance capabilities. These cloud-managed smart cameras offer high-definition video monitoring, analytics, and easy integration with other security systems. Meraki Cameras help SMBs improve physical security, monitor business operations, and ensure the safety of their employees and assets. The simplicity of deployment and management through the Meraki Dashboard makes them a suitable choice for SMBs looking to bolster their security infrastructure.

References:

- Cisco Meraki Cameras Product Information
- Cisco Secure SMB Solutions

NEW QUESTION 10

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 10

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 11

How can digital workspaces be enhanced to improve employee productivity?

- A. By limiting software tools
- B. Through high customization of workspaces
- C. Decreasing digital communication channels
- D. Ignoring user experience design

Answer: B

NEW QUESTION 13

Why is tailoring go-to-market strategies important for Cisco when dealing with SMBs?

- A. SMBs require less attention to detail
- B. It allows for more effective alignment with SMB needs and budgets
- C. SMBs prefer one-size-fits-all solutions
- D. It reduces the necessity for Cisco to inno

Answer: B

NEW QUESTION 15

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