

Cisco

Exam Questions 700-250

Cisco Small and Medium Business Sales



NEW QUESTION 1

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 2

Technology takes many different forms and impacts every aspect of our lives. In Cisco's view, what is the role of technology?

- A. to increase costs for businesses
- B. to limit global connectivity
- C. to complicate processes
- D. to change lives and empower people

Answer: D

Explanation:

Cisco believes that the role of technology is to change lives and empower people. This perspective underscores Cisco's commitment to developing innovative solutions that enhance connectivity, productivity, and overall quality of life. By leveraging technology, Cisco aims to bridge digital divides, enable global communication, and provide tools that help individuals and organizations achieve their full potential. Technology is seen as a positive force that drives progress and creates opportunities for personal and professional growth.

References:

- Cisco Corporate Social Responsibility Report
- Cisco Vision and Mission Statements

NEW QUESTION 3

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 4

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 5

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 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 security challenge do SMBs face?

- A. global shortage of security experts
- B. smaller attack surface
- C. lack of security products
- D. lack of knowledge in cloud security

Answer: D

Explanation:

One of the critical security challenges faced by SMBs is the global shortage of security experts. This shortage affects SMBs more acutely as they compete with larger enterprises for the limited pool of qualified security professionals. The lack of available expertise can hinder an SMB's ability to implement effective security measures, manage security infrastructure, and respond to incidents.

* 1. High Demand, Low Supply: The cybersecurity field is experiencing a high demand for skilled professionals, but the supply of qualified individuals is insufficient.

* 2. Recruitment Challenges: SMBs may struggle to attract and retain security experts due to limited budgets and resources compared to larger companies.

* 3. Impact on Security Posture: Without access to skilled security professionals, SMBs may face challenges in maintaining robust security defenses and addressing vulnerabilities promptly.

References:

- Cisco Security Workforce Studies
- Global Information Security Workforce Study (GISWS)
- Cisco Small Business Cybersecurity Report

NEW QUESTION 8

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 9

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

What is a benefit of using Meraki in retail SMB?

- A. quickly troubleshoot issues
- B. decentralized security
- C. manage each store's devices independently
- D. monitor performance after data has been stored in the cloud

Answer: A

Explanation:

One of the key benefits of using Meraki in retail SMBs is the ability to quickly troubleshoot issues. Meraki's cloud-based management platform provides centralized visibility and control over the entire network, enabling IT administrators to identify and resolve problems efficiently. This rapid troubleshooting capability helps minimize downtime, maintain a high level of customer service, and ensure that the retail operations run smoothly. Additionally, Meraki's intuitive dashboard simplifies network management, making it easier for retail SMBs to manage their IT infrastructure.

References:

- Cisco Meraki for Retail Solutions
- Cisco Meraki Dashboard Features

NEW QUESTION 10

Securing the DNS layer means blocking malicious domains, IP addresses, and cloud applications before establishing a connection. Which Cisco solution helps secure

- A. Duo
- B. ThousandEyes
- C. Umbrella
- D. Email Threat Defense

Answer: C

Explanation:

Explanation

Cisco Umbrella secures the DNS layer by blocking malicious domains, IP addresses, and cloud applications before a connection is established. This proactive security measure helps prevent threats from reaching the network and reduces the risk of malware infections and data breaches.

- * 1. DNS-layer Security: Umbrella blocks malicious domains and IP addresses at the DNS layer, preventing users from accessing dangerous websites and applications.
- * 2. Threat Intelligence: Umbrella leverages real-time threat intelligence to identify and block new and emerging threats.
- * 3. Cloud-based Protection: As a cloud-delivered solution, Umbrella is easy to deploy and manage, providing scalable protection for users both on and off the network.

References:

- Cisco Umbrella Overview
- Cisco DNS-layer Security Whitepaper
- Cisco Umbrella Product 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

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 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 19

Which Cisco product features Integrated Mobile Device Management?

- 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 22

Which Cisco product is part of the smart experience for empowering IT?

- A. Meraki Sensors
- B. Meraki Insight
- C. Umbrella
- D. Meraki Cameras

Answer: B

Explanation:

Explanation

Meraki Insight is a Cisco product designed to empower IT with a smart experience by providing deep visibility and understanding of network and application performance. It helps IT administrators quickly identify and resolve issues that impact user experience, ensuring optimal network performance and reliability.

* 1. Network and Application Performance Monitoring: Meraki Insight provides insights into both network and application performance, helping IT teams troubleshoot and optimize their infrastructure.

* 2. Proactive Alerts: The system sends proactive alerts about potential issues, allowing IT to address problems before they impact users.

* 3. Detailed Analytics: Meraki Insight offers detailed analytics and reporting, enabling IT teams to make informed decisions about network management and optimization.

References:

- Cisco Meraki Insight Data Sheet
- Cisco Meraki Insight Overview
- Cisco Smart IT Solutions Documentation

NEW QUESTION 26

Which Cisco product is part of Remote SMB for enabling people?

- A. Meraki Dashboard
- B. Cisco Secure Client
- C. Meraki Smart Cleaning
- D. Meraki MV

Answer: A

Explanation:

Explanation

The Meraki Dashboard is a critical component of remote SMB solutions, enabling people to manage and monitor their network infrastructure remotely. The cloud-based dashboard provides a centralized platform for network management, configuration, and troubleshooting, making it ideal for remote work environments.

* 1. Centralized Management: The Meraki Dashboard allows administrators to manage multiple network devices from a single, intuitive interface.

* 2. Remote Access: IT staff can access the dashboard from anywhere, enabling them to support remote users and troubleshoot issues without needing to be on-site.

* 3. Comprehensive Monitoring: The dashboard provides detailed insights and analytics, helping businesses ensure network performance and security.

References:

- Cisco Meraki Dashboard Overview
- Cisco Remote Work Solutions Guide
- Meraki Cloud Management Documentation

NEW QUESTION 31

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 33

How can digital workspaces be enhanced to improve employee productivity?

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

Answer: B

NEW QUESTION 36

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 37

Why are service-centric approaches by Managed Service Providers critical for SMB success with Cisco?

- A. They prioritize short-term engagements
- B. They focus on lowering service quality to reduce costs
- C. They ensure long-term operational efficiency and adaptability
- D. They disregard customer-specific needs

Answer: C

NEW QUESTION 38

How can SMBs utilize Cisco's network management tools to their advantage?

- A. By maintaining old, outdated hardware systems
- B. Through intelligent network automation and monitoring
- C. By minimizing data analytics capabilities
- D. Limiting remote access capabilities

Answer: B

NEW QUESTION 41

In which industry is the application of both digital and physical security solutions most critical?

- A. Education
- B. Healthcare
- C. Agriculture
- D. Entertainment

Answer: B

NEW QUESTION 45

Which marketing asset educates partners about Cisco's overarching SMB strategy?

- A. SMB Partner Campaign Kit
- B. Select SMB Assets
- C. SMB Marketing Toolbox
- D. SMB Marketing Kit

Answer: C

Explanation:

Explanation

The SMB Marketing Toolbox is designed to educate partners about Cisco's overarching SMB strategy. This comprehensive toolkit provides resources, insights, and materials that help partners understand and effectively communicate Cisco's strategic vision for the small and medium business segment. It includes various marketing assets that detail the unique value propositions, competitive differentiators, and go-to-market strategies tailored for SMB customers, thereby enabling partners to align their sales and marketing efforts with Cisco's SMB objectives.

NEW QUESTION 49

Which Cisco product secures the perimeter less, work-from-anywhere world with Zero Trust?

- A. Duo
- B. Meraki MX
- C. Umbrella
- D. Meraki Insight

Answer: A

NEW QUESTION 54

.....

Thank You for Trying Our Product

We offer two products:

1st - We have Practice Tests Software with Actual Exam Questions

2nd - Questions and Answers in PDF Format

700-250 Practice Exam Features:

- * 700-250 Questions and Answers Updated Frequently
- * 700-250 Practice Questions Verified by Expert Senior Certified Staff
- * 700-250 Most Realistic Questions that Guarantee you a Pass on Your First Try
- * 700-250 Practice Test Questions in Multiple Choice Formats and Updates for 1 Year

100% Actual & Verified — Instant Download, Please Click
[Order The 700-250 Practice Test Here](#)