



Cisco

Exam Questions 700-250

Cisco Small and Medium Business Sales

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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

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 solution is recommended for SMBs seeking to optimize and automate?

- A. platform-as-a-service
- B. AI powered applications
- C. business intelligence
- D. Generative Ai

Answer: B

Explanation:

For SMBs looking to optimize and automate their operations, AI-powered applications are highly recommended. These applications leverage artificial intelligence to streamline business processes, enhance decision-making, and improve efficiency. Examples of AI-powered applications include automated customer service chatbots, predictive analytics tools, and intelligent automation systems for tasks like invoicing and inventory management. By adopting AI-powered solutions,

SMBs can achieve greater productivity, reduce operational costs, and stay competitive in their market.

References:

- Cisco AI Solutions for SMBs
- Cisco Automation and Optimization Technologies

NEW QUESTION 5

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 6

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 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 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 9

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 10

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

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 12

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 14

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 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 21

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 26

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 30

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 31

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