



# Cisco

## Exam Questions 700-250

Cisco Small and Medium Business Sales

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#### NEW QUESTION 1

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 2

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 3

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 4

Which visibility product empowers IT by providing insight into application performance?

- A. Duo
- B. ThousandEyes
- C. Webex Control Hub
- D. Umbrella

**Answer:** B

**Explanation:**

## Explanation

ThousandEyes empowers IT by providing in-depth insights into application performance. It enables IT teams to monitor, troubleshoot, and optimize the performance of applications across the entire network, ensuring a seamless user experience. ThousandEyes offers visibility into the performance of SaaS applications, internal applications, and the underlying network infrastructure.

\* 1. Application Performance Monitoring: ThousandEyes provides detailed metrics on application performance, helping IT teams identify and address issues that impact user experience.

\* 2. Network Path Analysis: It offers visibility into the network paths that applications take, allowing for precise identification of where performance degradation occurs.

\* 3. Proactive Alerts and Reporting: ThousandEyes sends proactive alerts about performance issues and provides comprehensive reports to help IT teams maintain optimal application performance.

## References:

- Cisco ThousandEyes Data Sheet
- ThousandEyes Application Performance Monitoring Guide
- Cisco IT Performance Management Solutions

**NEW QUESTION 5**

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 6**

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 7**

Which challenge do customers face with hybrid work?

- A. hot desking
- B. collaboration spaces
- C. exponential increase in cloud data
- D. non-inclusive experiences

**Answer:** C

**Explanation:**

## Explanation

One of the significant challenges customers face with hybrid work is the exponential increase in cloud data. As more employees work remotely and use cloud services, the amount of data stored and processed in the cloud grows dramatically. This increase brings challenges related to data management, security, and compliance.

\* 1. Data Management: Managing the large volumes of data generated by hybrid work environments can be complex and resource-intensive.

\* 2. Security: Ensuring the security of data across various cloud platforms and services becomes more challenging with the increased data volume.

\* 3. Compliance: Meeting regulatory requirements for data protection and privacy can be more difficult as data spreads across multiple cloud environments.

## References:

- Cisco Hybrid Work Solutions Overview
- Challenges of Hybrid Work and Cloud Data Management
- Industry Reports on Hybrid Work and Cloud Data Growth

### NEW QUESTION 8

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 9

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 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

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 11

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 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 18

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 23

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 27

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 32

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