

Cisco

Exam Questions 700-250

Cisco Small and Medium Business Sales



NEW QUESTION 1

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 2

According to the IDC, what is the expected spend on Future of Work technology and services in 2025?

- A. \$500 billion
- B. \$1 trillion
- C. \$1.2 trillion
- D. \$2 trillion

Answer: C

Explanation:

According to the IDC, the expected spend on Future of Work technology and services in 2025 is projected to be \$1.2 trillion. This spending encompasses investments in technologies and services that support new ways of working, including remote work infrastructure, collaboration tools, cybersecurity, and automation.

* 1. Remote Work Infrastructure: Increased investment in tools and services that support remote work, including secure connectivity and cloud services.

* 2. Collaboration Tools: Spending on advanced collaboration platforms that facilitate seamless communication and teamwork.

* 3. Cybersecurity: Enhanced focus on security solutions to protect distributed workforces and data.

* 4. Automation: Investment in technologies that automate repetitive tasks and improve operational efficiency. References:

- IDC Future of Work Spending Projections
- Cisco Future of Work Technology Reports
- Market Trends and Analysis on Remote Work Technologies

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

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 5

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 6

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 7

What enables Umbrella to offer unprecedented insight into launched and staged attacks?

- A. data set of multiple geographies and protocols
- B. understanding the types of sensitive data loss by customers
- C. DNS redundancy
- D. Umbrella's geofenced network

Answer: A

Explanation:

Explanation

Umbrella offers unprecedented insight into launched and staged attacks through its extensive data set of multiple geographies and protocols. This large and diverse data set allows Umbrella to detect and analyze patterns of malicious activity across different regions and protocols, providing early warning and comprehensive understanding of potential threats.

* 1. Global Data Coverage: Umbrella collects data from a wide range of geographic locations, giving it a broad view of global threat activity.

* 2. Protocol Analysis: By analyzing traffic across multiple protocols, Umbrella can identify and understand the behavior of different types of attacks.

* 3. Threat Intelligence: The extensive data set enhances Umbrella's threat intelligence capabilities, enabling it to detect and respond to emerging threats quickly and accurately.

References:

- Cisco Umbrella Threat Intelligence Overview
- Cisco Umbrella Data Collection and Analysis Documentation
- Cisco Security Solutions for Threat Detection

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 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 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 10

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 15

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 19

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 24

What approaches enable IT teams to manage operations more efficiently? (Choose Two)

- A. Frequent restructuring of teams
- B. Use of automated systems for routine tasks
- C. Providing clear roles and responsibilities
- D. Reducing budget for IT innovations

Answer: BC

NEW QUESTION 29

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 30

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 32

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 36

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