# 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**
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 3**
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 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**
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 7**
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 8**
By which margin are MSPs expected to grow in the next year?

A. 9%

B. 11%
C. 15%
D. 17%

**Answer:** C

**Explanation:**
MSPs (Managed Service Providers) are projected to grow by a margin of 15% in the next year. This growth is driven by the increasing reliance of businesses on managed services for their IT needs, as well as the ongoing shift towards digital transformation and cloud adoption. The demand for managed services is rising as SMBs look to outsource their IT management to specialized providers to enhance efficiency, security, and performance.
* 1. Market Demand: The growing complexity of IT environments and the need for specialized expertise are fueling the demand for MSPs.
* 2. Digital Transformation: Businesses are increasingly adopting digital tools and cloud services, which MSPs help to manage and optimize.
* 3. Security Needs: With the rise in cyber threats, SMBs are turning to MSPs for robust security solutions.
References:
•Industry Reports on MSP Market Growth
•Cisco Managed Services Overview
•Market Analysis on IT Services and Managed Services Growth

**NEW QUESTION 9**
Which Meraki product is used in Remote SMB work from home?

A. Z4 telewmker gatewy
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 10**
What is a benefit of using Merakii 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**
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 15**
Which devices are considered cloud-fiirst 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 19**
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 22**
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 23**
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 25**
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
providingcloud-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 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**
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 35**
Which segment presents the largest opportunity for managed services?

A. Collaboration
B. Security
C. Data Center
D. Observability

**Answer:** B

**Explanation:**

Explanation

The segment that presents the largest opportunity for managed services is Security. With the increasing complexity of cyber threats and the growing need for robust security measures, businesses are turning to managed security services to protect their networks and data. Managed security services offer comprehensive solutions, including threat detection and response, vulnerability management, and compliance monitoring, providing businesses with the expertise and resources needed to maintain a secure environment.

References:

•Cisco Managed Security Services Overview

•Market Analysis Reports on Managed Security Services

**NEW QUESTION 39**

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 44**

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 46**

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 49**

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