



Vendor: Cisco

Exam Code: 700-250

Exam Name: Cisco Small and Medium Business Sales

Version: DEMO

QUESTION 1

For which portfolio is Cisco a global leader?

- A. security
- B. data monitoring
- C. cloud security
- D. networking

Answer: D

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.

QUESTION 2

Which Cisco solution provides end-to-end visibility from every user to any application?

- A. Cisco Control Hub
- B. Meraki Dashboard
- C. ThousandEyes
- D. Cisco Overwatch

Answer: C

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.

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.

QUESTION 4

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

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

Answer: B

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.

QUESTION 5

Which segment presents the largest opportunity for managed services?

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

Answer: A

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.

QUESTION 6

Which Cisco product is part of the Secure SMB experience for enabling people?

- A. Meraki MX
- B. Cisco Secure Email
- C. Stealthwatch

D. Umbrella

Answer: D

Explanation:

Cisco Umbrella is a key part of the Secure SMB experience for enabling people. Umbrella provides comprehensive security for SMBs by protecting against internet-based threats, offering DNS-layer security, and blocking malicious domains and IP addresses before they can impact the network. This helps ensure that users can work securely from anywhere, providing a safer and more productive environment.

1. DNS-layer Security: Umbrella blocks requests to malicious domains and IP addresses at the DNS layer, preventing threats before they reach the network.
2. Comprehensive Protection: It provides protection against phishing, malware, and command-and-control callbacks, securing users both on and off the network.
3. Ease of Use: Umbrella is easy to deploy and manage, making it an ideal solution for SMBs with limited IT resources.

QUESTION 7

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

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

Answer: A

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.

QUESTION 8

Which feature was designed for Cisco partners to co-brand and embed on their websites?

- A. SMB Experience Explorer
- B. SMB Services Portal
- C. SMB Portfolio Explorer
- D. Select Solutions Portal

Answer: A

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.

QUESTION 9

Which features are managed in the Cisco Control Hub?

- A. Cisco IP Phones
- B. Meetings and Messaging
- C. Meraki Cameras
- D. Catalyst Switches

Answer: B

Explanation:

The Cisco Control Hub is a centralized management platform used to manage features related to meetings and messaging. It allows administrators to configure, monitor, and troubleshoot Cisco Webex services, ensuring effective communication and collaboration across the organization. The Control Hub provides analytics, security settings, and user management tools, making it an essential part of managing Cisco's collaboration suite.

QUESTION 10

Which security feature provides insights into Internet activity and facilitates real-time activity search?

- A. Secure Web Gateway
- B. Cloud-Delivered AI
- C. Control Hub
- D. Duo

Answer: A

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.

QUESTION 11

Which challenge do customers face with hybrid work?

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

Answer: A

QUESTION 12

Which Cisco solution should an SMB IT support company adopt to help mitigate network vulnerabilities?

- A. Webex Control Hub
- B. FirePower Firewalls
- C. CML
- D. Catalyst Access Points

Answer: B

Explanation:

Cisco FirePower Firewalls are specifically designed to provide advanced threat protection and mitigation of network vulnerabilities. These firewalls offer next-generation features, such as intrusion prevention systems (IPS), advanced malware protection (AMP), and URL filtering, which are crucial for securing SMB networks against various threats. FirePower Firewalls can detect and block sophisticated threats in real-time, offering comprehensive security solutions that protect network assets from attacks.

1. Advanced Threat Protection: FirePower Firewalls use a combination of deep packet inspection, real-time threat intelligence, and behavior-based analysis to detect and mitigate threats.
2. Intrusion Prevention System (IPS): This feature identifies and stops malicious traffic and known vulnerabilities before they can enter the network.
3. Advanced Malware Protection (AMP): AMP provides continuous analysis and retrospective security, helping to detect, track, and remediate advanced malware.
4. URL Filtering: This feature blocks access to malicious websites and unwanted content, reducing the risk of phishing and other web-based attacks.

QUESTION 13

Which product enhances workspaces for SMBs by accelerating the Webex platform experience?

- A. Webex Control Hub
- B. Webex Boards
- C. Webex Breakout Rooms
- D. Webex Polls

Answer: B

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.

QUESTION 14

Which feature results in fewer cyberattacks and breaches for an organization?

- A. security products from multiple vendors
- B. large cybersecurity team
- C. multi-cloud security platform
- D. proactive security strategy

Answer: D

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.

QUESTION 15

Which solution allows SMBs flexibility and proper execution without dedicating to expensive IT resources?

- A. AI-powered applications
- B. cyber security
- C. business intelligence
- D. platform-as-a-service

Answer: D

Explanation:

Platform-as-a-service (PaaS) allows SMBs flexibility and proper execution without dedicating to expensive IT resources. PaaS provides a cloud-based environment where SMBs can develop, run, and manage applications without the complexity of building and maintaining the underlying infrastructure.

1. Flexibility: PaaS offers a scalable environment that can be adjusted according to the SMB's needs, allowing for flexibility in application development and deployment.
2. Cost-Effective: By using PaaS, SMBs can avoid the high costs associated with purchasing and maintaining hardware and software infrastructure.
3. Focus on Development: PaaS enables SMBs to focus on developing and delivering applications rather than managing IT infrastructure, thus improving efficiency and innovation.

Thank You for Trying Our Product

Lead2pass Certification Exam Features:

- ★ More than **99,900** Satisfied Customers Worldwide.
- ★ Average **99.9%** Success Rate.
- ★ **Free Update** to match latest and real exam scenarios.
- ★ **Instant Download** Access! No Setup required.
- ★ Questions & Answers are downloadable in **PDF** format and **VCE** test engine format.
- ★ Multi-Platform capabilities - **Windows, Laptop, Mac, Android, iPhone, iPod, iPad**.
- ★ **100%** Guaranteed Success or **100%** Money Back Guarantee.
- ★ **Fast**, helpful support **24x7**.



View list of all certification exams: <http://www.lead2pass.com/all-products.html>



10% Discount Coupon Code: ASTR14