



**Cisco**

## **Exam Questions 700-250**

Cisco Small and Medium Business Sales

### 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

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 5

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 6

Which percent of SMBs are using more SaaS applications?

- A. 39%
- B. 57%
- C. 80%
- D. 100%

**Answer:** C

#### Explanation:

80% of SMBs are using more SaaS applications. The adoption of Software as a Service (SaaS) has been rapidly increasing among SMBs due to its flexibility, scalability, and cost-effectiveness. SMBs find SaaS applications beneficial for enhancing productivity, collaboration, and business operations without the need for extensive on-premises infrastructure.

- \* 1. Flexibility and Scalability: SaaS applications allow SMBs to easily scale their usage based on needs without significant upfront investments.
- \* 2. Cost-Effectiveness: By using SaaS, SMBs can reduce costs associated with maintaining and updating on-premises hardware and software.
- \* 3. Enhanced Productivity: SaaS applications often include features that improve collaboration and efficiency, making them attractive to SMBs.

References:

- Industry Reports on SaaS Adoption among SMBs
- Cisco Small Business Solutions Overview
- Market Analysis on Cloud Services and SaaS Usage

#### NEW QUESTION 7

Which security challenge do SMBs face?

- A. global shortage of security experts
- B. smaller attack surface
- C. lack of security products
- D. lack of knowledge in cloud security

**Answer:** D

#### Explanation:

One of the critical security challenges faced by SMBs is the global shortage of security experts. This shortage affects SMBs more acutely as they compete with larger enterprises for the limited pool of qualified security professionals. The lack of available expertise can hinder an SMB's ability to implement effective security measures, manage security infrastructure, and respond to incidents.

- \* 1. High Demand, Low Supply: The cybersecurity field is experiencing a high demand for skilled professionals, but the supply of qualified individuals is insufficient.
- \* 2. Recruitment Challenges: SMBs may struggle to attract and retain security experts due to limited budgets and resources compared to larger companies.
- \* 3. Impact on Security Posture: Without access to skilled security professionals, SMBs may face challenges in maintaining robust security defenses and addressing vulnerabilities promptly.

References:

- Cisco Security Workforce Studies
- Global Information Security Workforce Study (GISWS)
- Cisco Small Business Cybersecurity Report

#### 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 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 10**

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 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 13

Securing the DNS layer means blocking malicious domains, IP addresses, and cloud applications before establishing a connection. Which Cisco solution helps secure

- A. Duo
- B. ThousandEyes
- C. Umbrella
- D. Email Threat Defense

**Answer: C**

#### Explanation:

Explanation

Cisco Umbrella secures the DNS layer by blocking malicious domains, IP addresses, and cloud applications before a connection is established. This proactive security measure helps prevent threats from reaching the network and reduces the risk of malware infections and data breaches.

\* 1. DNS-layer Security: Umbrella blocks malicious domains and IP addresses at the DNS layer, preventing users from accessing dangerous websites and applications.

\* 2. Threat Intelligence: Umbrella leverages real-time threat intelligence to identify and block new and emerging threats.

\* 3. Cloud-based Protection: As a cloud-delivered solution, Umbrella is easy to deploy and manage, providing scalable protection for users both on and off the network.

References:

- Cisco Umbrella Overview
- Cisco DNS-layer Security Whitepaper
- Cisco Umbrella Product Documentation

#### NEW QUESTION 14

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 15

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 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 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 23**

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 28**

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 31

How are customers classified who have spent at least \$1 in each of the four quarters over the last 12 months?

- A. Stable Buyer
- B. Occasional Buyer
- C. Repeat Buyer
- D. Frequent Buyer

**Answer:** C

#### Explanation:

Explanation

Customers who have spent at least \$1 in each of the four quarters over the last 12 months are classified as Repeat Buyers. This classification indicates a level of consistent purchasing behavior, reflecting customer loyalty and ongoing engagement with the company's products or services.

- \* 1. Consistency in Purchases: Spending in each quarter demonstrates regular interaction and reliance on the products or services offered.
- \* 2. Customer Loyalty: Regular purchasing behavior suggests a satisfaction with the products and services, indicating loyalty.
- \* 3. Engagement Metrics: Repeat buyers are often seen as a key metric for customer retention and long-term business relationships.

References:

- Customer Classification and Segmentation Guidelines
- Cisco Customer Relationship Management Strategies
- Industry Standards for Customer Purchasing Behavior

### NEW QUESTION 32

What is a quality requirement for a secure SMB?

- A. endpoint security with threat hunting and vulnerability management
- B. cloud-delivered security to all devices
- C. low friction secure access process
- D. zero trust identity-based access to every application

**Answer:** D

#### Explanation:

Explanation

A key quality requirement for a secure SMB is implementing zero trust identity-based access to every application. This security model ensures that only authenticated and authorized users can access applications, regardless of their location or device. By adopting a zero trust approach, SMBs can significantly reduce the risk of unauthorized access and data breaches. This involves continuous verification of user identities, strict access controls, and monitoring of all network activities. The zero trust framework is essential for maintaining robust security in an environment where remote work and cloud applications are prevalent.

References:

- Cisco Zero Trust Security Solutions
- Cisco Secure SMB Guidelines

### NEW QUESTION 37

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 41

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 42

Which Cisco solution helps SMBs in creating a robust IT infrastructure with minimal technical staff?

- A. Cisco Advanced Malware Protection
- B. Cisco Start
- C. Cisco Catalyst Switches
- D. Cisco Aironet Wireless Communications

**Answer: B**

**NEW QUESTION 47**

What are key applications commonly relied upon by SMBs? (Choose Two)

- A. Advanced data analysis tools
- B. Basic text editing software
- C. Customer relationship management (CRM) systems
- D. Generic, non-customizable ERP systems

**Answer: AC**

**NEW QUESTION 48**

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 53**

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 58**

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 62**

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