Cisco

700-250
Cisco Small and Medium Business Sales (SMBS)

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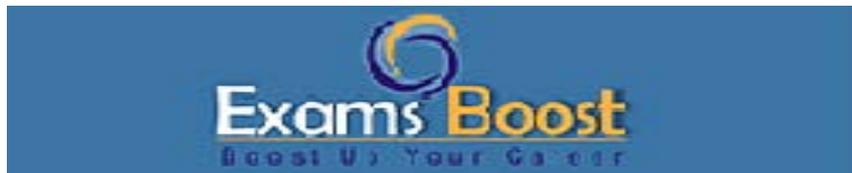
Product Version

✓ **Up to Date products, reliable and verified.**
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Latest Version: 6.0

Question: 1

Which role within the Cisco ecosystem is primarily focused on delivering customized technology solutions to end customers?
Response:

A. Authorized Distributor
B. Value-Added Reseller
C. Independent Software Vendor
D. Systems Integrator

Answer: B

Question: 2

How can digital workspaces be enhanced to improve employee productivity?
Response:

A. By limiting software tools
B. Through high customization of workspacesA
C. Decreasing digital communication channels
D. Ignoring user experience design

Answer: B

Question: 3

Why is tailoring go-to-market strategies important for Cisco when dealing with SMBs?
Response:

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 innovate

Answer: B

Question: 4

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

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: B,C

Question: 5

Why are service-centric approaches by Managed Service Providers critical for SMB success with Cisco?
Response:

A. They prioritize short-term engagements
B. They focus on lowering service quality to reduce costs
C. They ensure long-term operational efficiency and adaptability
D. They disregard customer-specific needs

Answer: C

Question: 6

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

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

Answer: B

Question: 7

How can SMBs utilize Cisco's network management tools to their advantage?

Response:

A. By maintaining old, outdated hardware systems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

Question: 8

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

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

Answer: A,C

Question: 9

In what way do smart solutions impact decision-making in SMBs?
Response:

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

Question: 10

In which industry is the application of both digital and physical security solutions most critical?
Response:

A. Education
B. Healthcare
C. Agriculture

D. Entertainment

Answer: B

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