



# Cisco

700-250

*Cisco Small and Medium Business Sales (SMBS)*

## Questions & Answers PDF

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## 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**

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### 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?

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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- A. By maintaining old, outdated hardware systems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

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D. Entertainment

<b>Answer: B</b>
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