700-751^{Q&As}

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Cisco SMB Product and Positioning Technical Overview

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QUESTION 1

Which two trends are helping to drive customer digital transformation? (Choose two.)

A. New technology take a slower and measured development path

B. Businesses must differentiate customer experiences

C. IT budgets are growing to address the pace of technology introduction

D. Decreases in the number of industry and national security regulations

E. Need to automate and simplify the way IT manages and deploys networks

Correct Answer: AB

QUESTION 2

Which three products are in the Cisco Calling portfolio? (Choose three.)

A. Unified Communications Manager

B. Webex Calling

C. Business Edition

D. Skype for Business

E. Mobility Express

F. IP Office

Correct Answer: ABC

QUESTION 3

Which two statements best highlight Cisco\\'s commitment to partners and customers? (Choose two.)

A. Cisco leads in the invention and development of the industry\\'s most advanced machine learning platform.

B. Cisco\\'s investment in RandD to maintain first-to-market approach for innovative technologies and solutions.

C. Cisco shapes the future of the Internet by creating opportunity for investors and ecosystem partners.

D. Cisco has the most comprehensive portfolio in the networking industry to help connect, collaborate, compute, and protect your customer\\'s business.

E. Cisco works closely with leading research institutions and lets them takes the lead in the development of enterprise security solutions.

Correct Answer: BD

QUESTION 4

Which three statements describe Cisco Aironet 1815 Series Access Points? (Choose three.)

A. The most cost-efficient offering designed for SMB in the Cisco Wireless AP portfolio (less than $5/AP/ month)

B. An ideal solution for large organizations

C. Offers next-generation 3x3 MIMO with Wave 2 802.11ac

D. Easy to deploy and manage with Cisco Mobility Express

E. Increases total cost of ownership while delivering advanced features like 802.11ac Wave 2

F. Ideal for organizations looking to address growth but have budget restrictions

Correct Answer: CDF

QUESTION 5

Which two tools allow administrator to maximize the security of their Dashboard management accounts? (Choose two.)

A. Captcha challenge-response tests

B. Local (direct) access only policies

C. Role-based administration

D. Biometric authentication

E. Two-factor authentication

Correct Answer: CE

QUESTION 6

Which two Cisco security solutions provide customers with reliable visibility and control to facility management of their entire environment? (Choose two.)

A. Cisco offers controls for Data Loss Prevention (DLP) with more than 100 predefined policies covering government, private sector regulations, and custom specific regulations

B. Cisco allows customers to pick the solutions that are right for their business to address threats specific to their environment

C. Cisco provides enhanced threat awareness by compiling billions of worldwide daily transactions through cloud-based threat intelligence

D. Cisco Talos is the industry leading threat intelligence organization

E. Cisco security Manager and Firepower Management Center provide centralized management options for NGFW,

NGIPS and VPN

Correct Answer: CE

QUESTION 7

Which are two benefits of Cisco catalyst SMB switches that benefit the customer the most? (Choose two.)

A. Logical upgrade and replacement for the Cisco Catalyst 2960-Plus, at the same price

B. Contains advanced encryption functionality

C. Built for large scale deployments

D. Niche business functionality

E. Cool, quiet, fan-less design ideal for labs, open spaces and the workplace

Correct Answer: BD

QUESTION 8

Which two features of the Cisco catalyst 1100 ISR router deliver a high performance and high-quality experience? (Choose two.)

A. Mobility express to simplify wireless deployment and operation

B. Application hosting

C. 802.11ac Wi-Fi support

D. WAN and application optimization with WAAS

E. Unified communications with series build apps for Cisco TDM

Correct Answer: AC

QUESTION 9

How does Cisco Business-Class SMB switches provide two simplified managements? (Choose two.)

A. Cisco Prime Infrastructure Support

B. Limited scalability and hardware choices

C. Uncompromised security enabled by TrustSec and Identify Services Engine (ISE)

D. Standalone Configuration with Web GUI

E. Integrated live tools for fast troubleshooting

Correct Answer: AD

QUESTION 10

Which two statements describe how Cisco can achieve Threat Centric Defense? (Choose two.)

A. Cisco applications constantly scan the environment and analyze outputs to gain a more comprehensive view of potential threats

B. Limit secure access to growing set of Cloud applications

C. Cisco delivers a common platform across network, infrastructure, appliances and the cloud

D. Cisco network analytics provides visibility and real-time awareness across the entire network by leveraging anomaly detection and network telemetry

E. Cisco offers the industry\\'s broadest set of enforcement and remediation options for usage control to accelerate deployment and unify management

Correct Answer: DE

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