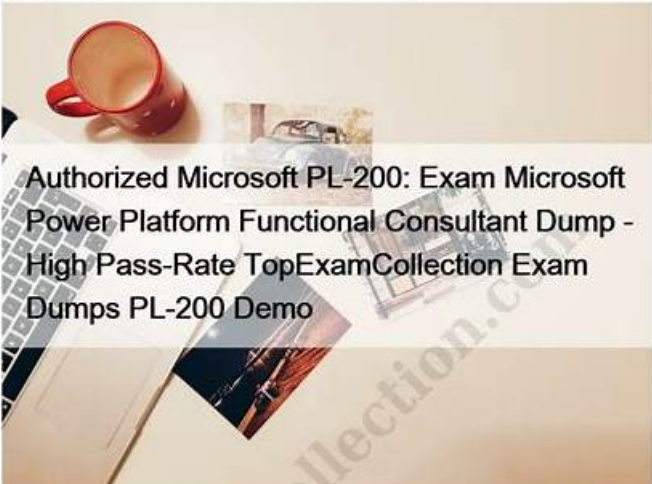


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Cisco Small and Medium Business Sales Sample Questions (Q69-Q74):

NEW QUESTION # 69

For which portfolio is Cisco a global leader?

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

Answer: C

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.

NEW QUESTION # 70

Which Cisco product is best known for cloud-managed networking?

- A. Cisco Meraki
- B. Cisco ASR
- C. Cisco UCS
- D. Cisco Nexus

Answer: A

Explanation:

Cisco Meraki provides centralized cloud management, simplifying deployment, monitoring, troubleshooting, and security management for small and medium-sized businesses.

NEW QUESTION # 71

Which solution is recommended for SMBs seeking to optimize and automate?

- A. platform-as-a-service
- **B. AI powered applications**
- C. Generative Ai
- D. business intelligence

Answer: B

Explanation:

For SMBs looking to optimize and automate their operations, AI-powered applications are highly recommended. These applications leverage artificial intelligence to streamline business processes, enhance decision-making, and improve efficiency. Examples of AI-powered applications include automated customer service chatbots, predictive analytics tools, and intelligent automation systems for tasks like invoicing and inventory management. By adopting AI-powered solutions, SMBs can achieve greater productivity, reduce operational costs, and stay competitive in their market.

References:

*Cisco AI Solutions for SMBs

*Cisco Automation and Optimization Technologies

NEW QUESTION # 72

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

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

Answer: A

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.

References:

*Cisco Platform-as-a-Service Solutions

*Benefits of PaaS for SMBs

*Cloud Computing and SMB Flexibility Documentation

NEW QUESTION # 73

Which segment presents the largest opportunity for managed services?

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

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

NEW QUESTION # 74

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