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Section	Old TOEFL	New TOEFL
Reading	35 minutes	18-27 minutes
Listening	36 minutes	18-27 minutes
Writing	16 minutes	23 minutes
Speaking	29 minutes	8 minutes

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## Cisco Small and Medium Business Sales Sample Questions (Q16-Q21):

### NEW QUESTION # 16

Which Cisco product is part of Remote SMB for enabling people?

- A. Cisco Secure Client
- B. Meraki MV
- C. Meraki Smart Cleaning
- D. Meraki Dashboard

**Answer: D**

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 # 17

Which feature was designed for Cisco partners to co-brand and embed on their websites?

- A. SMB Services Portal
- B. Select Solutions Portal
- C. SMB Experience Explorer
- D. SMB Portfolio Explorer

**Answer: C**

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 # 18

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

- A. By minimizing data analytics capabilities
- B. Through intelligent network automation and monitoring
- C. Limiting remote access capabilities
- D. By maintaining old, outdated hardware systems

**Answer: B**

#### NEW QUESTION # 19

Which feature results in fewer cyberattacks and breaches for an organization?

- A. security products from multiple vendors
- B. proactive security strategy
- C. large cybersecurity team
- D. multi-cloud security platform

**Answer: B**

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.

#### NEW QUESTION # 20

Which feature results in fewer cyberattacks and breaches for an organization?

- A. security products from multiple vendors
- **B. proactive security strategy**
- C. large cybersecurity team
- D. multi-cloud security platform

**Answer: B**

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 # 21

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She served as chief technology officer at Systinet, the Web services 700-250 infrastructure company, and as director of market innovation at Sun Microsystems, The Catalyst of Human Interest Stories.

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