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Cisco Small and Medium Business Sales Sample Questions (Q32-Q37):

NEW QUESTION # 32

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

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

Answer: A

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 # 33

Which Cisco product is part of Remote SMB for empowering IT management?

- A. ThousandEyes
- B. Cisco Secure Endpoint
- C. Duo
- **D. Umbrella**

Answer: D

Explanation:

Cisco Umbrella is part of the Remote SMB solutions, empowering IT management by providing cloud-delivered security that protects users both on and off the network. Umbrella offers DNS-layer security, secure web gateway capabilities, and cloud-delivered firewall features, ensuring comprehensive protection and visibility across the entire network. It simplifies security management and enhances the ability of IT teams to protect remote workers effectively.

References:

- *Cisco Umbrella Product Information
- *Cisco Remote Work Solutions

NEW QUESTION # 34

Which Meraki product is used in Remote SMB work from home?

- **A. Z4 teleworker gateway**
- B. Meraki MT
- C. Meraki Insight
- D. Meraki MV

Answer: A

Explanation:

The Meraki Z4 teleworker gateway is specifically designed for remote SMB work-from-home scenarios. It provides secure connectivity and robust networking features to support employees working remotely, ensuring they have reliable access to corporate resources.

1. Secure Connectivity: The Z4 gateway provides secure VPN connections, ensuring remote workers can access corporate networks securely.
2. Comprehensive Networking: It offers advanced networking features such as traffic shaping, content filtering, and Wi-Fi, which are essential for remote work environments.
3. Easy Management: The Z4 can be managed remotely via the Meraki Dashboard, making it easy for IT teams to deploy and monitor.

References:

- *Cisco Meraki Z4 Teleworker Gateway Data Sheet
- *Meraki Remote Work Solutions Overview
- *Cisco SMB Remote Work Product Documentation

NEW QUESTION # 35

How are customers classified who have spent at least \$1 in each of the four quarters over the last 12 months?

- A. Frequent Buyer
- B. Occasional Buyer
- C. Repeat Buyer
- D. Stable Buyer

Answer: C

Explanation:

Customers who have spent at least \$1 in each of the four quarters over the last 12 months are classified as Repeat Buyers. This classification indicates a level of consistent purchasing behavior, reflecting customer loyalty and ongoing engagement with the company's products or services.

1. Consistency in Purchases: Spending in each quarter demonstrates regular interaction and reliance on the products or services offered.
2. Customer Loyalty: Regular purchasing behavior suggests a satisfaction with the products and services, indicating loyalty.
3. Engagement Metrics: Repeat buyers are often seen as a key metric for customer retention and long-term business relationships.

NEW QUESTION # 36

Which Cisco product protects against the loss of sensitive data?

- A. Meraki MX
- B. DUO
- C. Meraki Systems Manager
- D. Umbrella

Answer: D

NEW QUESTION # 37

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