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Cisco Small and Medium Business Sales Sample Questions (Q45-Q50):

NEW QUESTION # 45

Which Cisco product protects against the loss of sensitive data?

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

Answer: D

Explanation:

The Cisco Meraki MX series is a comprehensive security and SD-WAN appliance that includes features specifically designed to protect against the loss of sensitive data. It provides robust security measures such as advanced threat protection, content filtering, and intrusion prevention, which help safeguard sensitive data from breaches and unauthorized access.

1. Advanced Threat Protection: The Meraki MX includes features like malware protection and advanced security analytics to detect and prevent data breaches.
2. Content Filtering: It helps in preventing sensitive data from being sent out or accessed by filtering web content and applications.
3. Intrusion Prevention System (IPS): The built-in IPS provides deep packet inspection to detect and block potential threats, ensuring sensitive data remains secure.

References:

*Cisco Meraki MX Security and SD-WAN Overview

*Cisco Meraki MX Data Sheet

*Meraki Security and Threat Protection Documentation

NEW QUESTION # 46

Environmental sustainability is very important to Cisco. What is Cisco's goal regarding net zero emissions?

- A. achieve it by 2025
- **B. achieve it by 2040**
- C. achieve it by 2030
- D. has already been achieved

Answer: B

Explanation:

Cisco has set a goal to achieve net zero emissions by 2040. This ambitious target reflects Cisco's commitment to environmental sustainability and its recognition of the urgent need to address climate change. Achieving net zero emissions means that Cisco aims to balance the amount of greenhouse gases emitted with an equivalent amount being removed from the atmosphere, resulting in a net zero carbon footprint. This goal involves reducing emissions across its operations and supply chain and investing in renewable energy and carbon offset projects.

NEW QUESTION # 47

Which Cisco product is part of the smart experience for empowering IT?

- A. Meraki Sensors
- B. Meraki Cameras
- C. Umbrella
- **D. Meraki Insight**

Answer: D

Explanation:

Meraki Insight is a Cisco product designed to empower IT with a smart experience by providing deep visibility and understanding of network and application performance. It helps IT administrators quickly identify and resolve issues that impact user experience, ensuring optimal network performance and reliability.

1. Network and Application Performance Monitoring: Meraki Insight provides insights into both network and application performance, helping IT teams troubleshoot and optimize their infrastructure.

2. Proactive Alerts: The system sends proactive alerts about potential issues, allowing IT to address problems before they impact users.
3. Detailed Analytics: Meraki Insight offers detailed analytics and reporting, enabling IT teams to make informed decisions about network management and optimization.

NEW QUESTION # 48

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

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

Answer: A

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.

References:

- *Customer Classification and Segmentation Guidelines
- *Cisco Customer Relationship Management Strategies
- *Industry Standards for Customer Purchasing Behavior

NEW QUESTION # 49

Which Cisco solution helps keep a healthcare patient's information secure?

- A. Meraki Systems Manager
- B. Cisco Care Plus
- C. DNS redundancy
- D. Duo

Answer: D

Explanation:

Duo, a Cisco solution, helps keep healthcare patient information secure by providing robust multi-factor authentication (MFA) and secure access controls. Duo ensures that only authorized users can access sensitive healthcare information, thereby protecting patient data from unauthorized access and breaches.

1. Multi-Factor Authentication (MFA): Duo provides an additional layer of security by requiring users to verify their identity through multiple factors before accessing sensitive information.
2. Access Controls: Duo allows healthcare organizations to enforce strict access controls, ensuring that only authorized personnel can access patient information.
3. Compliance: Duo helps healthcare providers meet regulatory compliance requirements, such as HIPAA, by securing patient information and maintaining data privacy.

NEW QUESTION # 50

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