

Cisco SMB Product and Positioning Technical Overview

Cisco 700-751

Version Demo

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QUESTION NO: 1

Which Cisco solution is designed to provide DNS-layer security by blocking requests to known malicious internet destinations?

- A. Cisco Umbrella
- B. Cisco Unified Communications Manager
- C. Cisco Intersight
- D. Cisco Webex Contact Center

ANSWER: A

Explanation:

Cisco Umbrella is correct because it provides cloud-delivered DNS-layer security. When a user or network requests a domain, Umbrella can evaluate that request against Cisco threat intelligence and block connections to malicious, phishing, or otherwise risky destinations before an IP connection is established.

This approach helps protect users whether they are at a branch, on a corporate network, or working remotely, depending on the chosen Umbrella deployment method. See [Cisco Umbrella](#) for additional information.

QUESTION NO: 2

Which feature enables Cisco Secure Firewall to identify and control traffic based on applications rather than only port numbers and protocols?

- A. Application visibility and control
- B. Dynamic Host Configuration Protocol
- C. Spanning Tree Protocol
- D. Power over Ethernet

ANSWER: A

Explanation:

Application visibility and control is correct because Cisco Secure Firewall can identify applications traversing the network and apply policy based on that application context. This provides more granular control than traditional firewall rules based only on IP addresses, ports, and protocols.

Application-aware policy helps an organization allow approved business applications, restrict unwanted applications, and gain visibility into how network resources are being used. See the [Cisco Secure Firewall overview](#).

QUESTION NO: 3

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

- A. Cisco works closely with leading research institutions and lets them take the lead in the development of enterprise security solutions.
- B. Cisco has the most comprehensive portfolio in the networking industry to help connect, collaborate, compute, and protect your customer's business.

- C. Cisco shapes the future of the Internet by creating opportunity for investors and ecosystem partners.
- D. Cisco's investment in R&D to maintain first-to-market approach for innovative technologies and solutions.
- E. Cisco leads in the invention and development of the industry's most advanced machine learning platform.

ANSWER: B D

Explanation:

Cisco has the most comprehensive portfolio in the networking industry to help connect, collaborate, compute, and protect your customer's business is correct because Cisco positions its broad, integrated technology portfolio as a key advantage for partners. This breadth enables partners to address customers' networking, collaboration, security, cloud, and computing needs with complementary Cisco solutions rather than treating each business requirement as an isolated product sale. Cisco describes its portfolio and partner ecosystem as mechanisms for creating customer outcomes and business value.

Cisco's investment in R&D to maintain first-to-market approach for innovative technologies and solutions is also correct. Sustained research and development investment supports Cisco's ability to innovate across its platforms and bring new capabilities to customers and partners. Innovation helps partners build practices around current customer priorities, while customers benefit from solutions designed to address changing operational, connectivity, and security needs. Cisco's corporate materials identify innovation and ongoing technology investment as central to its strategy and long-term customer value.

For further context, see Cisco's [company overview](#) and the [Cisco Partner program overview](#).

QUESTION NO: 4

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

- A. Skype for Business
- B. IP Office
- C. Business Edition
- D. Webex Calling
- E. Unified Communications Manager
- F. Mobility Express

ANSWER: C D E

Explanation:

Cisco's Calling portfolio includes cloud-based, on-premises, and integrated collaboration calling deployments. **Webex Calling** is Cisco's cloud calling service, delivering enterprise-grade business telephony through the Webex platform. It provides calling capabilities for users, devices, and locations while Cisco operates the cloud calling infrastructure. Cisco identifies Webex Calling as a core calling offer for organizations that want cloud-managed communications.

Unified Communications Manager is Cisco's established on-premises call-control platform. It provides enterprise IP telephony and call-processing capabilities, including endpoint registration, dial plans, routing, feature control, and integration with collaboration services. It is a foundational Cisco calling product for customers with on-premises or hybrid calling requirements.

Business Edition is also part of the Cisco calling family because it packages Cisco collaboration and calling capabilities for business deployments, particularly where an integrated, simplified solution is appropriate. These offerings support Cisco's approach of providing calling options that align with differing customer sizes, operational models, and migration paths. Cisco's calling portfolio information is available at [Cisco Webex Calling](#) and [Cisco Unified Communications Manager](#).

QUESTION NO: 5

Which two statements proves that Cisco UCS C125 M5 rack server node provides more performance? (Choose two.)

- A. 20% more cores per rack than our most dense rack servers
- B. 20% more storage per rack than our most dense rack servers
- C. 128% more servers per rack than our most dense rack servers
- D. 50% more servers per rack than our most dense rack servers
- E. 188% more cores per rack than our most dense rack servers

ANSWER: A C

Explanation:

The Cisco UCS C125 M5 Rack Server Node is designed for high-density, scale-out deployments in the Cisco UCS C4200 chassis. The validated performance-density claims are “20% more cores per rack than our most dense rack servers” and “128% more servers per rack than our most dense rack servers.” These measurements express rack-level capacity rather than the capability of an individual node alone. The C125 M5’s architecture enables multiple compute nodes to be installed in the shared C4200 rack-server chassis, substantially increasing the number of independently deployable servers available within a standard rack footprint. Its AMD EPYC processor platform also supplies a high core count per node, which increases aggregate compute capacity when the rack is fully populated. This combination is particularly useful for workloads that scale horizontally, such as virtualized infrastructure, cloud-native applications, analytics, and distributed computing. Cisco positions the C125 M5/C4200 platform around optimizing compute density and expanding server count while retaining UCS operational consistency and centralized management. See Cisco’s [UCS C125 M5 Rack Server Node product information](#) and the [UCS C4200 Series Rack Servers overview](#) for platform details.

QUESTION NO: 6

Which is a K-12 feature supported in Mobility Express?

- A. CMX Cloud support
- B. Guest WLAN enhancements
- C. mDNS Gateway
- D. Schedule WLAN
- E. Expert View in the WebUI

ANSWER: D

Explanation:

Schedule WLAN is the K–12-oriented Mobility Express capability. Schools often need wireless access to follow predictable operational schedules: classrooms and student networks may be needed during instructional hours, while access should be limited outside those hours to support policy enforcement, reduce unnecessary radio use, and simplify administration. Mobility Express WLAN scheduling enables an administrator to define when a wireless network is enabled or disabled, so the SSID availability can align with the school day without requiring manual changes every morning and evening. This is particularly useful where separate student, staff, or temporary-access WLANs have different operating periods. Cisco documents WLAN scheduling as a Mobility Express feature, with configuration based on specified time ranges and days of the week. This capability fits K–12 deployments because it helps apply an age-appropriate and operationally controlled wireless-access model across a school campus while keeping management simple for smaller IT teams. Cisco Mobility Express is designed to provide controller-like WLAN management directly from a supported access point, including policy and WLAN configuration features suited to small and midsize deployments. See Cisco’s [Mobility Express Getting Started Guide](#) and the [Cisco Mobility Express solution overview](#).

QUESTION NO: 7

Which is a key solution for a Cisco small to medium-sized business router to enable the transport industry?

- A. Small form factor makes it easy to install and service
- B. Network based backup solution for mission critical application
- C. Provide first line of defense against threats
- D. Integrated secure Wi-Fi to support guest devices

ANSWER: A

Explanation:

Small form factor makes it easy to install and service is the key transportation-enablement benefit. Transportation deployments frequently place network equipment in constrained locations, such as vehicles, roadside cabinets, kiosks, depots, and small branch facilities. A compact router can be fitted into these space-limited environments more easily, while also simplifying replacement, field servicing, and deployment by technicians. Cisco positions its compact integrated-services router platforms for distributed sites where size, deployment flexibility, and operational simplicity matter. This aligns directly with transportation use cases, in which reliable connectivity must be brought closer to vehicles, operational technology, and remote transport locations without requiring a large equipment rack or a complex installation. The Cisco 1000 Series Integrated Services Routers data sheet describes compact platforms intended for small offices, enterprise branches, and distributed deployments, with flexible connectivity and integrated services: [Cisco 1000 Series ISR Data Sheet](#). Cisco's industrial router portfolio similarly emphasizes compact, ruggedized connectivity for mobile and transportation-related environments: [Cisco Industrial Integrated Services Routers](#).