



**Cisco**

**Exam Questions 700-750**

Cisco Small and Medium Business Engineer (SMBE)

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### NEW QUESTION 1

What are three features of Webex? (Choose three.)

- A. email threat defense
- B. meetings
- C. knowledge base
- D. shared file folders
- E. messaging
- F. calling

**Answer:** BEF

#### Explanation:

Webex is known for its comprehensive suite of features that facilitate collaboration and communication in a business environment. The three key features of Webex include:

\* 1. Meetings: Webex Meetings allows users to host and participate in video conferences with reliable audio and video quality, content sharing, and screen sharing capabilities<sup>1</sup>.

\* 2. Messaging: Webex provides a messaging platform where team members can communicate through instant messages, share files, and collaborate in real-time<sup>1</sup>.

\* 3. Calling: With Webex, users can make and receive calls over the internet, providing a unified communication experience that integrates with other Webex features<sup>1</sup>.

These features are designed to support a hybrid workforce, enabling seamless collaboration regardless of location.

References :=

•Cisco Webex | Webex Meetings | Features<sup>1</sup>.

•Meet the leader in web conferencing | Cisco Webex<sup>2</sup>. =====

### NEW QUESTION 2

Partners must understand one another's purpose and goal. What does Cisco consider its purpose?

- A. to maximize profits
- B. to power an inclusive future for all
- C. to dominate the market
- D. to limit global connectivity

**Answer:** B

#### Explanation:

Cisco's purpose is centered around creating a more inclusive future for all. This is reflected in their commitment to leveraging technology to address societal challenges, close the digital divide, and promote equality and social justice. Cisco actively works towards a sustainable and regenerative planet, emphasizing the importance of diversity, equity, and inclusion within and beyond the company. Their purpose goes beyond profit maximization or market dominance; it is about using their resources and influence to make a positive impact on society and the environment. References := Cisco's Purpose

### NEW QUESTION 3

Which security challenge do SMBs face?

- A. 98% of breaches are human error
- B. global excess of security experts
- C. too little vendor support
- D. too many security products

**Answer:** D

#### Explanation:

Small and medium-sized businesses (SMBs) often face the challenge of navigating through an overwhelming number of security products. This can lead to complexity and confusion, making it difficult for SMBs to choose the right solutions and effectively manage their cybersecurity posture. Unlike larger organizations, SMBs typically have limited resources and may not have dedicated security personnel, which exacerbates the challenge of dealing with too many security products. The key is finding a balance between having enough security to protect against threats and not having so much that it becomes unmanageable or too costly.

References :=

•Cisco's Small Business Cybersecurity Report highlights that SMBs are tackling cybersecurity challenges and how their efforts compare to larger organizations<sup>1</sup>.

•The 2021 Security Outcomes Study for SMBs by Cisco provides insights into the experiences of SMBs with cybersecurity, emphasizing the importance of managing risk and operating efficiently<sup>2</sup>.

•Cisco's insights on cybersecurity for small and mighty businesses discuss the challenges SMBs face, including the lack of talent and skills and the need to simplify their cybersecurity approach<sup>3</sup>.

### NEW QUESTION 4

Which Cisco solution allows the setup of virtual network topologies for non-production testing?

- A. CVML
- B. Cisco U
- C. CML
- D. Packet Tracker

**Answer:** C

#### Explanation:

Cisco Modeling Labs (CML) is the solution that allows the setup of virtual network topologies for non-production testing. It is a network simulation tool that enables users to design, build, visualize, and launch virtual network models. This is particularly useful for

testing, development, and demonstration purposes without the need for physical hardware. CML provides an environment where network topologies can be modeled using virtual instances of Cisco operating systems, such as IOS, IOS-XE, IOS-XR, and NX-OS.

References :=

- The Cisco Virtual Topology System (VTS) User Guide provides an overview of the VTS, which is related to but distinct from CML, as it focuses on overlay management and provisioning for data center networks<sup>1</sup>.
- Additional information about Cisco's virtual networking solutions can be found in the Cisco VTS User Guide, which details the provisioning of overlay networks<sup>2</sup>.
- For a comprehensive understanding of Cisco's virtual networking capabilities, the Cisco Virtual Topology System 2.5.2 All-in-One v1 documentation offers scenarios that include creating tenant networks and attaching virtual machines, which are similar to the functionalities provided by CML<sup>3</sup>.

#### NEW QUESTION 5

Which Cisco solution enables a hybrid experience and offers a VPN solution?

- A. on-premises solution
- B. edge computing
- C. remote solution
- D. cloud solution

**Answer:** A

#### Explanation:

Cisco's on-premises solutions, including their integrated services routers and security appliances, support the implementation of Virtual Private Networks (VPNs), which are crucial for creating a secure and encrypted connection over a less secure network, such as the internet. This becomes especially important for businesses adopting hybrid work models, where employees split their time between working on-site and remotely. The VPN solution allows remote workers to safely access the company's internal network, ensuring that sensitive data remains protected, even when accessed from outside the office. This hybrid experience is enabled by

on-premises VPN solutions, as they provide the necessary infrastructure to support secure remote access.

References: Cisco Small Business Solutions

#### NEW QUESTION 6

Which Cisco product secures the perimeterless, work-from-anywhere world with Zero Trust?

- A. Meraki MX
- B. Duo
- C. Meraki Insight
- D. Umbrella

**Answer:** B

#### Explanation:

Cisco's Duo is the product that secures the perimeterless, work-from-anywhere world with Zero Trust. Duo provides user-centric zero-trust security by verifying the identity of users and the health of their devices before they connect to the apps they need. It's designed to protect access to sensitive data for all users, devices, and applications, aligning with the zero trust concept of "least privilege" and continuous trust assessment<sup>12</sup>. References :=

<https://www.cisco.com/c/en/us/products/security/duo/index.html>

#### NEW QUESTION 7

Which Cisco product enables video conferencing and communication?

- A. Webex
- B. Meraki
- C. Duo
- D. Umbrella

**Answer:** A

#### Explanation:

Cisco Webex is the product that enables video conferencing and communication. It is designed to provide a conferencing experience that rivals in-person collaboration, with features such as real-time translations, meeting recordings, and a secure platform for remote work. Webex offers an all-in-one app to call, meet, message, and get work done, supporting a hybrid work environment with enterprise-grade security.

References:=[https://www.cisco.com/c/en\\_in/solutions/collaboration/video-collaboration/index.html](https://www.cisco.com/c/en_in/solutions/collaboration/video-collaboration/index.html)

#### NEW QUESTION 8

What is a crucial concern for Hybrid SMBs?

- A. complexity of applications
- B. process automation
- C. more data with too little contextualization
- D. protect employees, devices, and company data

**Answer:** D

#### Explanation:

For Hybrid SMBs, a crucial concern is the protection of employees, devices, and company data. As businesses adopt hybrid work models, they face unique security challenges. These include securing data across different networks and devices, protecting against cyber threats in a more complex IT environment, and ensuring that employees can work safely from any location. Effective integration of technologies to ensure robust security is essential, requiring expertise and a strategic approach<sup>1</sup>.

References := The Importance of Hybrid Cloud for SMBs - Spiceworks

#### NEW QUESTION 9

Which Cisco product is a solution offered for SMB experiences?

- A. Stealthwatch
- B. DNA Center
- C. Catalyst IR Router
- D. Meraki

**Answer:** D

**Explanation:**

Cisco Meraki is a comprehensive solution designed for SMBs that offers simple, secure, and scalable networking. It is a cloud-managed IT solution that provides wireless, switching, security, and devices that can be centrally managed from the web. This allows SMBs to streamline their operations and manage their network with ease, without needing extensive IT expertise<sup>12</sup>. References :=  
<https://www.cisco.com/c/en/us/solutions/small-business.html>

**NEW QUESTION 10**

What must a hybrid SMB technology solution have?

- A. zero trust identity-based access
- B. specific desk for each employee when they visit the office
- C. single vendor collaboration infrastructure
- D. separate security policy for wired and wireless users

**Answer:** A

**Explanation:**

A hybrid SMB technology solution must prioritize security, especially in a landscape where remote work is prevalent. Zero trust identity-based access is a security model that requires all users, whether inside or outside the organization's network, to be authenticated, authorized, and continuously validated for security configuration and posture before being granted or keeping access to applications and data. This approach aligns with the modern needs of SMBs to provide secure access to their resources in a hybrid environment, where users are accessing systems both on-premises and remotely. It ensures that only authenticated and authorized users and devices can access applications and data, thereby reducing the attack surface and providing a more secure IT environment. References: = Insights from the Spiceworks article on the importance of hybrid cloud for SMBs<sup>1</sup>, and Cisco's discussion on hybrid workforce solutions for SMBs, which emphasizes the need for secure access in a hybrid work environment<sup>2</sup>.

**NEW QUESTION 10**

Video surveillance technology is now in the middle of the same type of transformation as which technology?

- A. networks
- B. security
- C. Wi-Fi
- D. business telephone

**Answer:** D

**Explanation:**

Video surveillance technology is undergoing a transformation similar to that of business telephone systems. Just as business telephones have evolved from traditional landlines to VoIP and unified communications, video surveillance is shifting from standalone, analog systems to integrated, digital solutions. This transformation is driven by advancements in AI, cloud computing, and IoT, which are enabling more intelligent, connected, and versatile surveillance systems<sup>123</sup>. References := 123  
<https://www.ifsecglobal.com/advertorial/five-trends-in-video-surveillance-to-watch-in-2024/>

**NEW QUESTION 11**

Which Cisco product ensures that the right devices are connecting to the right application by the right person?

- A. Duo
- B. Webex
- C. Meraki
- D. Umbrella

**Answer:** A

**Explanation:**

The Cisco product that ensures the right devices are connecting to the right application by the right person is Duo. Duo is a multi-factor authentication (MFA) solution that verifies the identity of users and the health of their devices before they connect to the apps they use. This security measure helps prevent unauthorized access and potential breaches. Duo's MFA requires two or more verification factors, which significantly increases security because even if one factor (like a password) is compromised, unauthorized users would still need the second factor to gain access<sup>1</sup>. References :=  
•Duo Security - Cisco

**NEW QUESTION 13**

Which Cisco-provided tool do partners use for a demo of the SMB Experiences?

- A. CML
- B. Meraki Demo Builder
- C. VMware
- D. BVD

**Answer:** D

**Explanation:**

Partners use Business Value Demonstrations (BVD) to demo the SMB Experiences provided by Cisco. BVDs are interactive tools that allow partners to showcase the value of Cisco solutions in a tangible and engaging way. They help in illustrating the potential benefits and operational efficiencies that Cisco's solutions can bring to small and medium-sized businesses. By using BVDs, partners can effectively demonstrate how Cisco's products and services can be tailored to meet the unique needs of the SMB market.

References:

- Cisco's official exam overview, which includes a section on understanding Business Value Demonstrations<sup>1</sup>.
- Information on the Cisco Business Dashboard, which is another tool for managing Cisco solutions but not specifically for SMB Experiences demonstrations<sup>2</sup>.
- Blog post discussing the SMB Experience Explorer tool, which helps SMB customers find the right Cisco solutions<sup>3</sup>.
- Sign up page for learning more about the Cisco Experience Explorer, which is a lead generation tool for partners<sup>4</sup>.

**NEW QUESTION 16**

Where does Cisco offer executive-level experiences for customers and partners to align and gain partner mindshare at the C-level?

- A. Cisco U
- B. CXCs
- C. LIVE
- D. NetAcad

**Answer:** B

**NEW QUESTION 17**

Which global demo engineering platform provides customers, partners, and Cisco employees with demos around Experience Cisco Solutions?

- A. Product Pulse
- B. dCloud
- C. Cisco U
- D. NetAcad

**Answer:** B

**Explanation:**

Explanation

Cisco dCloud is a comprehensive demo engineering platform that provides customers, partners, and Cisco employees with the ability to experience Cisco solutions. It offers an extensive catalog of demos, training, and sandboxes for every Cisco architecture. Users can explore how Cisco products and technologies can support their business and technical needs through a variety of demo formats, including expert-led, zero-commitment demos. References := [https://dcloud-docs.cisco.com/c/r/dcloud-docs/sites/en\\_us/explore/cisg.html](https://dcloud-docs.cisco.com/c/r/dcloud-docs/sites/en_us/explore/cisg.html)

**NEW QUESTION 20**

Which strategy allows an organization to experience 53% fewer cyberattacks and breaches?

- A. multi-vendor security strategy
- B. cloud-based security strategy
- C. proactive security strategy
- D. decentralized security strategy

**Answer:** C

**Explanation:**

Explanation

A proactive security strategy is essential for reducing the number of cyberattacks and breaches an organization experiences. This approach involves anticipating potential security threats and implementing measures to prevent them before they occur. According to research conducted by The Economist Intelligence Unit, organizations that adopt a proactive security strategy, supported by a fully engaged C-suite and board of directors, experience 53% fewer cyberattacks and breaches compared to those that do not. This strategy includes active monitoring of external threats and mobilizing the entire workforce to defend against attacks, combining the latest security technology with new business processes.

References: = The Economist Intelligence Unit report on data security, which provides insights into how a proactive security strategy can significantly reduce cyber risks<sup>1</sup>.

**NEW QUESTION 21**

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

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

**Answer:** C

**Explanation:**

Explanation

Meraki Insight is part of Cisco's smart experience aimed at empowering IT. It provides end-to-end visibility on the network, which is crucial for IT teams to ensure a high-quality user experience. By leveraging Meraki Insight, IT can proactively monitor and troubleshoot network issues, thus empowering them to manage the network more efficiently and effectively. References := 1, 2

<https://newsroom.cisco.com/c/r/newsroom/en/us/a/y2022/m06/cisco-delivers-simpler-smarter-networks-with-a>

**NEW QUESTION 24**

How does Cisco help SMBs to be truly smart?



- A. employee automation
- B. utilities cost control
- C. operational inefficiencies
- D. secure connectivity

**Answer:** D

**Explanation:**

Explanation

Cisco aids SMBs in becoming truly smart by providing secure connectivity solutions. These solutions are designed to enable employees to work safely and reliably from anywhere, at any time. Cisco's offerings, such as Meraki Wi-Fi for public or private connectivity, ensure speed, scale, and security. Additionally, Cisco's smart office technology solutions leverage intelligent workplace technologies like Meraki cameras for security and smart building automation, and environmental sensors for a smarter, safer, and more sustainable future. This secure connectivity is fundamental to enabling smart operations and empowering SMBs to take advantage of digital opportunities.

References := Cisco Smart Office Technology Solutions for SMBs, Small and Medium Business Products - Cisco, The Smart SMB With Cisco's Smart SMB.

**NEW QUESTION 25**

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

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

**Answer:** D

**NEW QUESTION 26**

Which Cisco program offers knowledge about security resilience and how the Cisco Secure portfolio can help customers achieve it?

- A. Fire Jumper
- B. MINT
- C. EBC
- D. U-Learn

**Answer:** A

**NEW QUESTION 30**

New applications are deployed daily, each with requirements and concerns. How many new applications are expected by 2025?

- A. 100 million
- B. 500 million
- C. 750 million
- D. 1 trillion

**Answer:** B

**NEW QUESTION 31**

Which global program scales Cisco's technical resources via third party, services-only partners to provide the channel partners with access to validated expert resources?

- A. Cisco U
- B. MINT
- C. GPSA
- D. Cisco Service

**Answer:** C

**NEW QUESTION 33**

Which Meraki product is used on Remote SMB work from anywhere?

- A. Meraki MT
- B. Meraki Systems Manager
- C. Meraki MS
- D. Meraki MR

**Answer:** B

**NEW QUESTION 38**

Which optional Cisco product enhances workspaces within Remote SMB?

- A. XDR
- B. ISR 900
- C. Catalyst Access Point
- D. Meraki Cameras

**Answer:** C

**NEW QUESTION 39**  
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