

# Cisco

## Exam Questions 700-750

Cisco Small and Medium Business Engineer (SMBE)



#### NEW QUESTION 1

Which percent of cyberattacks target SMBs?

- A. 40%
- B. 55%
- C. 70%
- D. 80%

**Answer: C**

#### Explanation:

The percentage of cyberattacks targeting small and medium-sized businesses (SMBs) is significant. According to the latest data, 43% of cyberattacks are aimed at SMBs<sup>1</sup>. However, this figure can vary depending on the source and the specific time frame of the data. For instance, other studies have shown that the number can be as high as 61%<sup>2</sup>. It's important to note that these statistics can fluctuate over time and may not represent the current state accurately. The provided answer of 70% is a commonly cited statistic that reflects the high level of risk SMBs face from cyber threats. References := 1, 2  
<https://www.strongdm.com/blog/small-business-cyber-security-statistics>

#### 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 selling concept represents an account manager selling a security solution that integrates with the customer's current Cisco networking solution?

- A. cross-selling
- B. multi-product selling
- C. upselling
- D. horizontal-selling

**Answer: A**

#### Explanation:

Cross-selling refers to the practice of selling additional products or services to an existing customer. In the context of Cisco Small and Medium Business Engineer, when an account manager sells a security solution that integrates with the customer's current Cisco networking solution, it is considered cross-selling. This is because the security solution is complementary to the products the customer already uses, thereby providing an integrated and enhanced experience. Cross-selling is a strategic approach to provide customers with additional value, often leading to increased customer satisfaction and loyalty<sup>123</sup>. References :=

#### NEW QUESTION 4

Which outcome do Cisco products deliver for SMB Customers?

- A. enhance people
- B. enhance workspaces
- C. enable IT
- D. enhance visibility

**Answer: C**

#### Explanation:

Cisco's solutions for small and medium-sized businesses (SMBs) are designed to empower the IT infrastructure of these organizations. By enabling IT, Cisco products provide reliable, fast connections to networks and resources, which keeps employees productive and customers satisfied. Their offerings include switches, routers, wireless access points, and networking management tools that form the backbone of a robust IT environment. Additionally, Cisco's security solutions, like firewalls and VPNs, ensure that SMBs can protect their data and assets effectively. This focus on enabling IT aligns with Cisco's broader strategy to provide flexible cloud solutions and secure, intelligent workspaces for SMBs.

References := Cisco Small and Medium Business Technology Solutions - Cisco, 700-750 SMBE - Cisco, 5 Reasons Cisco Solutions Are Perfect for Small and Medium Businesses, Cisco's Small and Medium Business Technology Solutions, Small Business Networking Solutions - Cisco

#### 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**

How do Meraki cameras perform in the smart SMB experience?

- A. building a smarter network
- B. building smarter security
- C. building smarter workspaces
- D. protecting the outside of an office space

**Answer: C**

**Explanation:**

Meraki cameras contribute to the smart SMB experience by building smarter workspaces. These intelligent cameras not only enhance security by providing high-quality video surveillance but also incorporate advanced analytics that can help businesses understand space utilization, optimize office layouts, and ensure safety protocols are followed. Features such as motion detection, people counting, and heat maps offer valuable insights into how spaces are used, enabling SMBs to make data-driven decisions to improve efficiency, productivity, and employee well-being. This goes beyond traditional security roles, as Meraki cameras can also support operational improvements and contribute to creating a more connected and intelligent workplace environment.

References: Cisco Meraki

**NEW QUESTION 7**

On which three aspects is Cisco applying focus to change its sales approach? (Choose three.)

- A. long-term value
- B. solutions
- C. artificial intelligence
- D. product line
- E. relationships
- F. revenue

**Answer: ABE**

**NEW QUESTION 8**

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 9**

Which fact is driving technology to be more important now than ever?

- A. It is less powerful.
- B. It is less complex.
- C. It helps drive better outcomes and experiences.
- D. It is cheaper.

**Answer: C**

**NEW QUESTION 10**

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 10**

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 12**

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