

# Cisco

## Exam Questions 700-750

Cisco Small and Medium Business Engineer (SMBE)



#### NEW QUESTION 1

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 2

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 3

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 4

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 5

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 6**

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 7**

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 8**

How are solutions tailored to meet unique SMB requirements for growth?

- A. Provide general hands-on demonstrations.
- B. Offer a one-size fits all package.
- C. Offer varied payment plans and discounts for bundled products.
- D. Upscale the customer so they do not have to upscale in the future.

**Answer:** C

**Explanation:**

Explanation

Cisco tailors solutions to meet unique SMB requirements for growth by offering flexibility in payment plans and discounts for bundled products. This approach allows SMBs to invest in technology that scales with their growth, ensuring they can capitalize on new revenue opportunities without the burden of a significant upfront cost. Cisco's solutions are designed to be flexible, scalable, and simple, supporting key business initiatives and innovations. Additionally, Cisco and its partners work closely with SMBs to understand their unique needs and select the right solutions and services, further personalizing the experience and offering. References := Cisco SMB Solutions, Cisco IT Decisions for SMBs, Cisco SMB Class Solutions

**NEW QUESTION 9**

Which Cisco product is part of the Secure SMB experience for enabling people?

- A. Umbrella
- B. Meraki MX
- C. Stealth watch
- D. Cisco Secure Email

**Answer:** A

**Explanation:**

Explanation

Cisco Umbrella is a crucial component of the Secure SMB experience, particularly in enabling people within an organization to work safely, regardless of their location. Umbrella provides a cloud-delivered security service that protects users from malicious internet destinations whether they are on or off the network. It operates by enforcing security at the DNS layer, which is the first step in internet connectivity. Umbrella's strength lies in its ability to block requests to malicious destinations before a connection is even established, offering proactive security that is both effective and easy to deploy. For SMBs, this means enhanced

protection against threats like malware, phishing, and ransomware without the complexity of traditional security solutions. By securing internet access across all devices and locations, Umbrella plays a pivotal role in enabling secure and efficient remote work, making it an essential product for the Secure SMB experience. References: Cisco Umbrella

**NEW QUESTION 10**

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 10**

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 15**

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 17**

.....

## Thank You for Trying Our Product

### We offer two products:

1st - We have Practice Tests Software with Actual Exam Questions

2nd - Questons and Answers in PDF Format

### 700-750 Practice Exam Features:

- \* 700-750 Questions and Answers Updated Frequently
- \* 700-750 Practice Questions Verified by Expert Senior Certified Staff
- \* 700-750 Most Realistic Questions that Guarantee you a Pass on Your FirstTry
- \* 700-750 Practice Test Questions in Multiple Choice Formats and Updatesfor 1 Year

**100% Actual & Verified — Instant Download, Please Click**  
**[Order The 700-750 Practice Test Here](#)**