Cisco

Exam Questions 700-750

Cisco Small and Medium Business Engineer (SMBE)

NEW QUESTION 1
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 approach1.
References := The Importance of Hybrid Cloud for SMBs - Spiceworks

NEW QUESTION 2
How does Cisco help SMBs with security?

A. only check internal emails for phishing
B. only priority applications should have zero trust-based access with multifactor authentication
C. endpoint security with threat hunting and vulnerability management
D. decentralized security policy

Answer: C

Explanation:
Cisco assists SMBs in enhancing their security posture through endpoint security that includes threat hunting and vulnerability management. This approach provides a robust defense against a wide range of cyber threats by actively seeking out potential security issues and managing vulnerabilities before they can be exploited. Cisco??s endpoint security solutions are designed to protect against advanced threats at every endpoint, regardless of where users connect to the network1. This proactive stance on security helps SMBs safeguard their assets and maintain business continuity in the face of evolving cyber threats. References :=
•Small and Medium Business Security Solutions - Cisco1.

NEW QUESTION 3
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 Demonstrations1.
•Information on the Cisco Business Dashboard, which is another tool for managing Cisco solutions but not specifically for SMB Experiences demonstrations2.
•Blog post discussing the SMB Experience Explorer tool, which helps SMB customers find the right Cisco solutions3.
•Sign up page for learning more about the Cisco Experience Explorer, which is a lead generation tool for partners4.

NEW QUESTION 4
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 5
Which percentage of consumers consider a company's purpose when making a purchase decision?

A. 50%
B. 66%
C. 75%
D. 80%

Answer: D

NEW QUESTION 6
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

NEW QUESTION 7
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 8
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 9
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 10
The average number of SaaS application categories used by an SMB is 13. What does this mean for business?

A. more security vulnerabilities
B. less data with more contextualization
C. less system interactions
D. less distributed applications

Answer: A

Explanation:
Explanation
The average use of 13 SaaS application categories by an SMB indicates a diverse range of software tools utilized in the business operations. This diversity can lead to more security vulnerabilities for several reasons:
* 1. Increased Attack Surface: Each SaaS application represents a potential entry point for security threats, so more applications mean a larger attack surface.
* 2. Complexity in Management: Managing security across multiple applications can be complex, increasing the chance of oversight or errors.
* 3. Integration Challenges: Integrating different SaaS applications can create security gaps, especially if they are not designed to work together seamlessly.
* 4. Varied Security Standards: Different SaaS providers may have different levels of security measures, and weaker security in one application can compromise the overall security posture.
Businesses must therefore be vigilant in implementing comprehensive security strategies that encompass all the SaaS applications they use.
References :=
•Average number of SaaS apps used worldwide 2022 | Statista
•50+ Essential SaaS Statistics You Need to Know in 2024 - Techopedia
•Saas Application Usage Maturing in Global SMB and Midmarket
•SMBs will want collaboration and line-of-business applications

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 13
Which Cisco product allows secure internet access?

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

Answer: D

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](https://www.surepassexam.com/700-750-exam-dumps.html)