

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 SMBs¹. 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%². 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

What is the primary purpose of Umbrella's Secure Web Gateway?

- A. exposes shadow IT by providing the ability to detect and report on cloud applications across organizations
- B. analyzes sensitive data in-line to provide visibility and control over sensitive data
- C. isolates web traffic from the user device to prevent the possibility of malware infections
- D. logs and inspects web traffic for full visibility, URL and application controls, and protection against malware

Answer: D

Explanation:

The primary purpose of Umbrella's Secure Web Gateway (SWG) is to provide a comprehensive security solution that logs and inspects web traffic. This allows for full visibility into the web activities within an organization, enabling URL and application controls, and offering advanced threat protection against malware. SWG acts as a checkpoint between users and the internet, filtering and monitoring web traffic to ensure safe internet access while blocking potentially harmful content. It is designed to enforce security policies, prevent data leakage, and protect against web-based threats by inspecting URLs, detecting threats, and decrypting select encrypted traffic for inspection.

References:

- Cisco Umbrella's

Explanation of Secure Web Gateway¹.

- Blog post detailing the functionality and necessity of a Secure Web Gateway in a security stack².

- Description of the Cisco Umbrella Secure Web Gateway's full proxy capabilities³.

- Overview of Cisco Umbrella secure web gateway functionality⁴.

- Information on how Umbrella's SWG logs and inspects web traffic⁵. =====

NEW QUESTION 3

What do SMBs need to be truly smart?

- A. visibility for each process at each location separately
- B. optimized customer and employee experiences by providing an environment that meets modern expectations
- C. individually managed technology stacks
- D. separate dashboards to provide intelligent monitoring with actionable insight and device manageability

Answer: B

Explanation:

To be truly smart, SMBs need to optimize customer and employee experiences by providing an environment that meets modern expectations. This involves leveraging technology to create a seamless, efficient, and responsive experience for both customers and employees. A smart SMB utilizes integrated solutions that enhance collaboration, productivity, and security, enabling the business to adapt quickly to market changes and customer needs. By focusing on the user experience, SMBs can drive innovation and growth, ensuring they remain competitive in a rapidly evolving business landscape¹. References :=

- Cisco Smart Services for Small and Medium Business².

- Investing in your success scaling SMB sales like never before¹. =====

NEW QUESTION 4

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 capabilities¹.

- * 2. Messaging: Webex provides a messaging platform where team members can communicate through instant messages, share files, and collaborate in real-time¹.

* 3. Calling: With Webex, users can make and receive calls over the internet, providing a unified communication experience that integrates with other Webex features¹.

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

References :=

- Cisco Webex | Webex Meetings | Features¹.
- Meet the leader in web conferencing | Cisco Webex². =====

NEW QUESTION 5

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 loyalty¹²³. References :=

NEW QUESTION 6

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 7

Which product helps enable secure authentication in a hybrid workforce?

- A. Webex Control Hub
- B. Cisco Business Dashboard
- C. Duo
- D. Moraki MY

Answer: C

Explanation:

Duo is the product designed to enable secure authentication in a hybrid workforce. It provides a zero-trust security model that verifies every user and device, ensuring trusted access across all environments. This is particularly important for hybrid work settings where employees are logging in from various locations, and the threat landscape is more diverse. Duo helps create a secure, consistent environment that extends from the office to remote workers by authenticating identities before granting access to corporate networks and apps¹².

NEW QUESTION 8

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 assessment¹². References := <https://www.cisco.com/c/en/us/products/security/duo/index.html>

NEW QUESTION 9

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

NEW QUESTION 10

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 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 systems¹²³.

References := 123

<https://www.ifsecglobal.com/advertorial/five-trends-in-video-surveillance-to-watch-in-2024/>

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 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 14

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 15

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 19

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 24

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 29

Which key feature does Meraki offer for managing hybrid workforces?

- A. provides intent-based GUI-based WAN configuration and management
- B. provides APIs to allow developers to save time by taking advantage of a platform's implementation
- C. provides real-time monitoring but no access to analytics
- D. networking and security functions remain separate and not integrated into a single service

Answer: B

Explanation:

Explanation

Meraki offers a key feature for managing hybrid workforces by providing APIs that allow developers to save time through the platform's implementation. This feature is crucial for hybrid work environments where seamless integration and automation are necessary. The APIs enable rapid development and deployment of custom solutions that can enhance productivity and ensure consistent access to networks and data, regardless of the employee's location. This aligns with the need for a flexible and adaptable network infrastructure that supports a distributed workforce, which is a hallmark of the hybrid work model¹². References :=

•Hybrid Workforce | The New Hybrid Workplace | Cisco Meraki¹.

•Hybrid Workforce, United Experience - Cisco Meraki².

NEW QUESTION 34

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 35

What is the number one threat vector?

- A. Web Page Spoofing
- B. Email
- C. DOS Attacks
- D. IoT Devices

Answer: B

Explanation:

Explanation

Email is considered the top threat vector for small and medium businesses. This is because it is the most common method attackers use to deliver malware, phishing attempts, and other malicious activities. Research from HP Wolf Security indicates that email accounts for 79% of threats, making it a significant concern for cybersecurity efforts¹.

NEW QUESTION 36

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 37

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 40

Which resource is used to learn about Cisco APIs and connect with other developers in Cisco communities?

- A. DevNet
- B. DevCad
- C. WebCad
- D. Black Belt

Answer: A

NEW QUESTION 44

What is a benefit of securing remote SMBs?

- A. enables the ability to create and execute policy and system compliance
- B. optimizes application performance
- C. provides zero issues with connectivity to Applications
- D. monitors only the top five applications connection to optimize capacity proactively

Answer: A

NEW QUESTION 46

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