

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 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 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 loyalty¹²³. References :=

NEW QUESTION 4

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 5

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 6

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 expertise². References :=
<https://www.cisco.com/c/en/us/solutions/small-business.html>

NEW QUESTION 7

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 SMBs¹, and Cisco's discussion on hybrid workforce solutions for SMBs, which emphasizes the need for secure access in a hybrid work environment².

NEW QUESTION 8

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 9

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 10

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 10

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 13

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 17

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 19

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 23

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 28

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 31

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 33

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 37

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 39

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 43

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