

Cisco

Exam Questions 700-750

Cisco Small and Medium Business Engineer (SMBE)



NEW QUESTION 1

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 2

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 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 expertise¹². References :=

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

NEW QUESTION 4

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 5

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 6

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 7

What is Cisco Networking Cloud?

- A. cloud storage for network configurations
- B. cloud storage for holding authentication keys
- C. integrated platform for on-premises and cloud operating models
- D. web-based platform for network engineers to store, track, and collaborate on network projects

Answer: C

Explanation:

Explanation

Cisco Networking Cloud is an integrated platform designed to provide connectivity to and between applications and workloads across various environments, including clouds, cloud services, on-premises data centers, and edge networks. It is crucial for the performance, security, and efficient management of hybrid cloud and multicloud environments. This platform facilitates the simplification of lifecycle management, assures user-experience, reduces time to market for service rollout, lowers operational costs, and minimizes risk for applications and data.

References: = You can find more details about Cisco Networking Cloud and its benefits on Cisco's official page on cloud networking¹.

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

How is Cisco transforming the modern workplace?

- A. investing in artificial intelligence and machine learning
- B. by offering a range of solutions designed to enable, enhance, and empower the modern workplace experience
- C. by modernizing public infrastructure
- D. by focusing on products that drive increased revenue

Answer: B

NEW QUESTION 10

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 10

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 15

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 16

Which Cisco product allows secure internet access?

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

Answer: D

NEW QUESTION 17

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