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## Cisco 700-750 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Enabling People, Enhancing Workspaces: It examines tactics for enabling employees to maximize their potential and methods of enhancing physical and digital workspaces. Moreover, the topic explores how to empower IT teams to facilitate efficient operations.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>Exploring Platforms: Role and capabilities of platforms that boost customer experiences is the focal point of this topic. The topic also explains different options for deployment and product associations within platforms, APIs, assessment of SaaS application impacts and insights, and automation integration.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>Securing the Modern Workplace: In this topic, sub-topics related to digital security solutions for SMBs, physical security and environmental solutions, different techniques for cross-selling and upselling secure solutions are present. It also discusses how to apply secure solutions across different industries and verticals.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>Partnership Opportunities with Cisco: This topic covers the market trends influencing the SME sector, the differentiation of partner roles and types within the Cisco ecosystem and Cisco's partner strategy and its alignment with SMB objectives. It also discusses different opportunities and service-centric approaches for Managed Service Providers.</li></ul>
Topic 5	<ul style="list-style-type: none"><li>Exploring SMB Experiences: This topic assesses major benefits of Cisco SMB experiences and those specific solutions which can be implemented in these experiences. Furthermore, the topic explains how SMBs can leverage different experiences of Cisco SMB to their full advantage.</li></ul>
Topic 6	<ul style="list-style-type: none"><li>Implementing SMART IT: It discusses the interpretation of data to extract meaningful insights for informed decision-making. It also explains Cisco's smart portfolio and cross-selling and upselling strategies for the smart SMB market. Real-world use cases that demonstrate the benefits of smart solutions are also discussed in this topic.</li></ul>

Topic 7	<ul style="list-style-type: none"> <li>Understanding Business Value Demonstrations (BVDs): The significance of Business Value Demonstrations is discussed in this topic. It also discusses those tools which ensure outstanding presales engagements. Moreover, the topic focuses on the demo platforms and their application in SMB scenarios. Lastly, it measures skills to use odCloud, Topology Builder.</li> </ul>
Topic 8	<ul style="list-style-type: none"> <li>Adapting to Remote Workforce Experiences: Its primary focus is on difficulties faced by SMBs with remote or distributed teams. Evaluation of experiences, products, and opportunities is also discussed. Moreover, the topic discusses different strategies for cross-selling and upselling in the remote SMB market, and examines various remote solutions in different industries and verticals.</li> </ul>
Topic 9	<ul style="list-style-type: none"> <li>Introducing Engineering Programs: It explores resources of engineering and their role in boosting sales success. The topic also discusses sub-topics related to Sales Connect and Blackbelt, Disti presales support options and the Meraki CMNA program. Benefits of Technical Assistance Center (TAC) are also discussed in this topic.</li> </ul>

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## **Cisco Small and Medium Business Engineer Sample Questions (Q59-Q64):**

### **NEW QUESTION # 59**

Which Cisco solution is crucial for securing SMB's remote work environments?

- A. Cisco Firepower
- B. Cisco Nexus
- C. Cisco Duo**
- D. Cisco AnyConnect

**Answer: C**

**Explanation:**

**Comprehensive and Detailed In-Depth Explanation:** Cisco Duo is a crucial solution for securing SMBs' remote work environments due to its focus on multi-factor authentication (MFA) and zero-trust security.

Remote work increases risks like unauthorized access and phishing, especially for SMBs with limited security resources. Duo verifies user identities beyond passwords, ensuring only trusted users access applications and data, whether on-premises or in the cloud. Its ease of deployment and affordability make it ideal for SMBs, as demonstrated in cases like Sentara Healthcare, which reduced security costs by 75% while protecting remote users. Duo integrates with VPNs, cloud apps, and devices, providing a lightweight yet robust security layer tailored to the distributed nature of remote work.

\* A. Cisco Firepower: While Firepower (next-generation firewalls) offers strong network security, it's more suited for on-premises or perimeter defense, not specifically optimized for remote user authentication.

\* C. Cisco AnyConnect: This VPN solution secures remote connections but lacks MFA natively (though it integrates with Duo), making it less comprehensive alone for remote security.

\* D. Cisco Nexus: A data center switching platform, Nexus is irrelevant to securing remote work environments, focusing instead on infrastructure performance.

Cisco Duo (B) stands out as the go-to solution for SMB remote security due to its targeted, user-centric approach.

References: Cisco Duo SMB Security page ([duo.com/solutions/smb](http://duo.com/solutions/smb)) and Cisco's "Secure Remote Work" resources ([cisco.com/go/secureremote](http://cisco.com/go/secureremote)) highlight Duo's role, supported by the 700-750 SMBE exam topics on securing hybrid and remote workforces.

### **NEW QUESTION # 60**

How do Meraki cameras perform in the smart SMB experience?

- A. counting people
- B. recording videos
- C. recording room temperature
- D. schedule policies for recording

**Answer: A**

Explanation:

Cisco Meraki cameras are designed to provide enhanced security and business insights for SMBs. They do not record room temperature, as their primary function is not environmental monitoring. While they do record videos, this is a standard feature of most security cameras and not unique to the smart SMB experience.

Scheduling policies for recording is also a feature, but it is not highlighted as a key performance aspect in the context of smart SMB experience. The distinguishing feature of Meraki cameras in a smart SMB setup is their ability to count people<sup>1</sup>. This is part of the advanced analytics capabilities that Meraki cameras offer, which include motion heatmaps, historical person tracking, and intelligent motion indexing. These features are particularly useful for businesses to gain insights into customer behavior, occupancy, and usage patterns.

References :=

- \*Smart Cameras | Cisco Meraki
- \*MV - Smart Cameras - Cisco Meraki Documentation
- \*Cisco Smart Office Technology Solutions for SMBs
- \*Third Generation MV Cameras: Overview and Specifications
- \*Smart Cameras Introduction - The Meraki Community

#### NEW QUESTION # 61

How does Cisco empower SMBs to leverage market trends?

- A. By providing tailored technological solutions
- B. By offering competitive pricing only
- C. By limiting access to new technologies
- D. By reducing their market presence

**Answer: A**

Explanation:

Comprehensive and Detailed In-Depth Explanation: Cisco empowers SMBs to leverage market trends by providing tailored technological solutions that address evolving needs like hybrid work, cybersecurity, and digital transformation. Products like Cisco Meraki (cloud-managed networking), Webex (collaboration), and Umbrella (security) are designed with SMBs in mind—offering simplicity, scalability, and affordability to capitalize on trends such as remote work or cloud adoption. Cisco's SMB strategy includes partner enablement (e.g., SMB Specialization) and tools like Business Value Demonstrations, ensuring solutions fit specific SMB goals, whether it's enhancing customer experiences or improving operational efficiency. This approach helps SMBs stay competitive in a dynamic market.

\* A. By offering competitive pricing only: While pricing is a factor, Cisco's empowerment goes beyond cost, focusing on technology value and outcomes, not just affordability.

\* B. By reducing their market presence: This contradicts Cisco's goal of expanding SMB market reach through partners and solutions.

\* D. By limiting access to new technologies: Cisco accelerates SMB access to innovations (e.g., AI- driven analytics, SD-WAN), not restricts it.

Providing tailored technological solutions (C) is the core of Cisco's SMB empowerment strategy.

References: Cisco's SMB Technology Solutions page ([cisco.com/go/smb](http://cisco.com/go/smb)) and case studies like Mike's Bikes show tailored solutions addressing market trends, aligned with the 700-750 SMBE exam focus on SMB market strategies.

#### NEW QUESTION # 62

What is a benefit of securing remote SMBs?

- A. optimizes application performance
- B. monitors only the top five applications connection to optimize capacity proactively
- C. provides zero issues with connectivity to Applications

- D. enables the ability to create and execute policy and system compliance

**Answer: D**

Explanation:

Securing remote SMBs allows for the creation and execution of policies and ensures system compliance. This is crucial for maintaining the integrity and security of the business's data and operations, especially when employees are accessing the network from various locations. Implementing robust security measures like two-factor authentication and secure Wi-Fi access with solutions such as Duo and Cisco Umbrella helps in safeguarding against unauthorized access and potential breaches1. References := <https://www.cisco.com/c/en/us/solutions/small-business/secure-remote-workers.html>

**NEW QUESTION # 63**

Which Cisco solution enables a hybrid experience and offers a VPN solution?

- A. cloud solution
- B. edge computing
- C. remote solution
- D. on-premises solution

**Answer: D**

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 # 64**

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