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Cisco 700-750 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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.
Topic 2	<ul style="list-style-type: none">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.
Topic 3	<ul style="list-style-type: none">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.
Topic 4	<ul style="list-style-type: none">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.

Topic 5	<ul style="list-style-type: none"> Enhancing Application Performance: This topic covers how to ensure application security, accessibility, and resiliency. It also identifies key applications on which SMBs rely. Different positioning strategies for Cisco offerings within SMB accounts are also discussed in this topic. Lastly, it focuses on those case studies and success stories that highlight application performance.
Topic 6	<ul style="list-style-type: none"> 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.
Topic 7	<ul style="list-style-type: none"> 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.
Topic 8	<ul style="list-style-type: none"> 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.
Topic 9	<ul style="list-style-type: none"> Navigating Hybrid Workforce Experiences: The topic focuses on the significance of hybrid workforce experiences. It discusses how hybrid experiences meet the needs of SMBs. Moreover, it delves into different cross-selling and upselling strategies for the SMB market. Lastly, questions about how to apply hybrid solutions across diverse industries and verticals may also appear.
Topic 10	<ul style="list-style-type: none"> 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.

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Cisco Small and Medium Business Engineer Sample Questions (Q65-Q70):

NEW QUESTION # 65

Which Cisco product is part of the smart experience for empowering IT?

- A. Meraki Cameras
- B. Umbrella
- C. Meraki Sensors
- D. Meraki Insight

Answer: D

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-more-unified-experience.html?source=rss&trk=organization_guest_main-feed-card-text

NEW QUESTION # 66

Where does Cisco offer executive-level experiences for customers and partners to align and gain partner mindshare at the C-level?

- A. NetAcad
- B. LIVE
- C. CXCs
- D. Cisco U

Answer: C

Explanation:

Cisco offers executive-level experiences for customers and partners at the Cisco Customer Experience Centers (CXC). These centers are designed to align and gain partner mindshare at the C-level by providing immersive experiences that promise executive insights, enriching content, and invaluable networking opportunities^{1,2}. The CXCs serve as a platform for Cisco to showcase its commitment to partner success and customer satisfaction, as highlighted during events like the Cisco Partner Summit¹. References := <https://blogs.cisco.com/partner/owning-exceptional-customer-experiences-together-with-our-partners-partner-summit-2022-recap>

NEW QUESTION # 67

What is a benefit of securing remote SMBs?

- A. monitors only the top five applications connection to optimize capacity proactively
- B. optimizes application performance
- 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 # 68

How do Meraki cameras perform in the smart SMB experience?

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

Answer: C

NEW QUESTION # 69

Which optional Cisco product enhances workspaces within Remote SMB?

- A. ISR 900
- B. XDR
- C. Catalyst Access Point
- D. Meraki Cameras

Answer: D

Explanation:

Meraki Cameras are part of Cisco's cloud-managed solutions that enhance remote SMB workspaces by providing security and connectivity. These cameras can be integrated into the network for monitoring and security purposes, offering a flexible and scalable solution that supports the needs of remote workers¹.

References := 1

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

NEW QUESTION # 70

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