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Cisco Small and Medium Business Engineer Sample Questions (Q63-Q68):

NEW QUESTION # 63

Which technology is now in the middle of the same type of transformation that revolutionized telephones 20 years ago?

- A. network security
- B. **video surveillance**
- C. cloud security
- D. application security

Answer: B

Explanation:

Video surveillance technology is currently undergoing a transformation similar to the one that revolutionized telephones 20 years ago. The shift from analog to digital, the integration of Internet Protocol (IP) technology, and the use of artificial intelligence for facial recognition and behavior analysis are all part of this transformation. This evolution mirrors the transition telephones experienced with the advent of mobile technology and smart devices, which turned simple voice transmission tools into multifunctional devices with capabilities far beyond making calls.

References: = An article on the evolution of telephone technology that discusses the significant changes over the years1, and a report on the pace of technology transformation that highlights the rapid changes in communication technology2.

NEW QUESTION # 64

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. **enables the ability to create and execute policy and system compliance**
- D. provides zero issues with connectivity to Applications

Answer: C

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 # 65

How are solutions tailored to meet unique SMB requirements for growth?

- A. Offer a one-size fits all package.
- B. Provide general hands-on demonstrations.
- 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:

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 # 66

Which fact is driving technology to be more important now than ever?

- A. It is less powerful.
- B. **It helps drive better outcomes and experiences.**
- C. It is cheaper.
- D. It is less complex.

Answer: B

Explanation:

Technology has become integral to business operations, especially for small and medium businesses (SMBs), because it enables better outcomes and experiences. This is driven by the need for SMBs to remain competitive and agile in a rapidly changing market. Technology provides the tools for improved efficiency, productivity, and customer engagement. It also allows SMBs to adapt quickly to market changes and customer needs, which is crucial for driving business growth and success12. References := <https://blogs.cisco.com/smb/5-reasons-cisco-solutions-are-perfect-for-small-and-medium-businesses>

NEW QUESTION # 67

What does the smart SMB experience enable?

- A. Building smarter security
- B. Protecting the outside of an office space
- **C. Building a smarter network**
- D. Building smarter workspaces

Answer: C

Explanation:

Comprehensive and Detailed In-Depth Explanation: The smart SMB experience, as defined by Cisco, enables building a smarter network. This refers to leveraging intelligent, automated, and cloud-managed networking solutions-like Cisco Meraki and Catalyst switches-to create a network that adapts to SMB needs, optimizes performance, and simplifies management. A smarter network uses features like AI-driven insights, SD-WAN, and centralized dashboards to enhance connectivity, security, and efficiency, aligning with Cisco's SMART IT vision for SMBs. This foundational capability supports broader outcomes like secure and collaborative workspaces but is primarily about the network itself.

* B. Building smarter security: While security is enhanced (e.g., via Umbrella), the smart SMB experience focuses on the network as the enabler, with security as a component, not the sole focus.

* C. Protecting the outside of an office space: This implies physical security, which isn't the intent- Cisco's focus is on digital infrastructure, not external physical protection.

* D. Building smarter workspaces: Workspaces benefit from a smarter network, but the term "smart SMB experience" in Cisco's context centers on the network infrastructure underpinning those spaces.

Building a smarter network (A) is the primary enablement of the smart SMB experience.

References: Cisco's "Smart IT for SMBs" documentation (cisco.com/go/smb) and Meraki resources emphasize smarter networks as the core, supported by the 700-750 SMBE exam objectives on intelligent network solutions.

NEW QUESTION # 68

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