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2026 700-750 Certification Practice - High-quality Cisco Latest Real 700-750 Exam: Cisco Small and Medium Business Engineer

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Cisco 700-750 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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.

Topic 3	<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 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"> 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.
Topic 6	<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 7	<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 8	<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.

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

NEW QUESTION # 59

How does Cisco empower SMBs to leverage market trends?

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

Answer: C

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) 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 # 60

Which Cisco solution allows the setup of virtual network topologies for non-production testing?

- A. CML
- B. Cisco U
- C. Packet Tracker
- D. CVML

Answer: A

Explanation:

Cisco Modeling Labs (CML) is the solution that allows the setup of virtual network topologies for non-production testing. It is a network simulation tool that enables users to design, build, visualize, and launch virtual network models. This is particularly useful for testing, development, and demonstration purposes without the need for physical hardware. CML provides an environment where network topologies can be modeled using virtual instances of Cisco operating systems, such as IOS, IOS-XE, IOS-XR, and NX-OS.

References :=

*The Cisco Virtual Topology System (VTS) User Guide provides an overview of the VTS, which is related to but distinct from CML, as it focuses on overlay management and provisioning for data center networks¹.

*Additional information about Cisco's virtual networking solutions can be found in the Cisco VTS User Guide, which details the provisioning of overlay networks².

*For a comprehensive understanding of Cisco's virtual networking capabilities, the Cisco Virtual Topology System 2.5.2 All-in-One v1 documentation offers scenarios that include creating tenant networks and attaching virtual machines, which are similar to the functionalities provided by CML³.

NEW QUESTION # 61

Which device connects remote SMB workers with power collaboration solutions and award-winning devices?

- A. Meraki Systems Manager
- B. Meraki Insight
- C. WebEx
- D. Cloud Meeting Solutions

Answer: C

Explanation:

Cisco's WebEx is a suite of collaboration solutions designed to connect remote workers with powerful tools and award-winning devices. It provides high-quality video experiences that make users feel like they're face to face, whether they are in conference rooms, at their desks, or on the go. This aligns with Cisco's emphasis on fostering effective SMB teamwork from anywhere, ensuring teams can meet and work faster, smarter, and more effectively¹.

NEW QUESTION # 62

Video surveillance technology is now in the middle of the same type of transformation as which technology?

- A. Wi-Fi
- B. networks
- C. security
- 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 # 63

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

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

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) and Cisco's "Secure Remote Work" resources (cisco.com/go/secureremotework) highlight Duo's role, supported by the 700-750 SMBE exam topics on securing hybrid and remote workforces.

NEW QUESTION # 64

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