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Our Cisco Small and Medium Business Engineer (700-750) practice exam highlights mistakes at the end of each attempt, allowing you to overcome them before it's too late. This kind of approach is great for complete and flawless Cisco Small and Medium Business Engineer (700-750) test preparation. A free demo version is also available for satisfaction. This 700-750 software provides a real Cisco Small and Medium Business Engineer (700-750) exam environment to help ease exam anxiety.

Cisco 700-750 Exam Syllabus Topics:

Topic	Details
Topic 1	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 2	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	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 4	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 5	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.

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Cisco Small and Medium Business Engineer Sample Questions (Q55-Q60):

NEW QUESTION # 55

The average number of SaaS application categories used by an SMB is 13. What does this mean for business?

- A. less distributed applications
- **B. more security vulnerabilities**
- C. less system interactions
- D. less data with more contextualization

Answer: B

Explanation:

The average use of 13 SaaS application categories by an SMB indicates a diverse range of software tools utilized in the business operations. This diversity can lead to more security vulnerabilities for several reasons:

1. **Increased Attack Surface:** Each SaaS application represents a potential entry point for security threats, so more applications mean a larger attack surface.
2. **Complexity in Management:** Managing security across multiple applications can be complex, increasing the chance of oversight or errors.
3. **Integration Challenges:** Integrating different SaaS applications can create security gaps, especially if they are not designed to work together seamlessly.
4. **Varied Security Standards:** Different SaaS providers may have different levels of security measures, and weaker security in one application can compromise the overall security posture.

Businesses must therefore be vigilant in implementing comprehensive security strategies that encompass all the SaaS applications they use.

References :=

- *Average number of SaaS apps used worldwide 2022 | Statista
- *50+ Essential SaaS Statistics You Need to Know in 2024 - Techopedia
- *SaaS Application Usage Maturing in Global SMB and Midmarket
- *SMBs will want collaboration and line-of-business applications

NEW QUESTION # 56

How is Cisco leveling the playing field between virtual and in-person workers?

- A. device cloud management
- **B. inclusive collaboration suite**
- C. cloud security
- D smart cameras

Answer: B

Explanation:

Cisco is leveling the playing field between virtual and in-person workers by providing an inclusive collaboration suite. This suite includes technologies and tools that support work from anywhere, which is essential for a hybrid workforce. The suite enables employees to participate fully, regardless of their location, language preference, personality type, or familiarity with technology. By focusing on inclusivity and connectedness, Cisco ensures that all employees, whether remote or in-person, have equal opportunities to engage and contribute to their teams¹. References := Cisco Global Hybrid Work Study 2022

NEW QUESTION # 57

On which three aspects is Cisco applying focus to change its sales approach? (Choose three.)

- A. artificial intelligence
- B. product line

- C. long-term value
- D. solutions
- E. revenue
- F. relationships

Answer: C,D,F

Explanation:

Cisco is focusing on long-term value, solutions, and relationships to change its sales approach. This shift is driven by the need to move away from a product-centric view to a more customer-centric approach, emphasizing the long-term benefits and solutions that meet specific customer needs. Building and maintaining strong relationships with customers is also a key aspect of this new approach, as it allows for a deeper understanding of customer challenges and the development of trust. This strategy aligns with the broader industry trend towards service and solution-oriented sales models. References :=

<https://www.businessinsider.com/cisco-is-changing-a-key-role-on-its-sales-team-2021-10>

NEW QUESTION # 58

Meraki Dashboard is used for ease of management of Meraki devices. Which other devices are integrated with the Meraki dashboard?

- A. HVAC Sensors
- B. WebEx Boards
- C. Smart Assistants
- D. Catalyst devices

Answer: D

Explanation:

The Meraki Dashboard is designed to provide a centralized management platform for various Cisco devices, including Meraki and Catalyst devices. The integration of Catalyst devices with the Meraki Dashboard allows for simplified management and monitoring, offering a unified view of the network. This integration enables IT administrators to oversee their network infrastructure, including switches and wireless access points, through the Meraki Dashboard's intuitive interface¹².

References:

*Detailed information about the Meraki Dashboard and its capabilities¹.

*Documentation on adding and removing devices from the Meraki Dashboard³.

*Blog post discussing the onboarding of Cisco Catalyst Switches in the Meraki Dashboard².

NEW QUESTION # 59

How does Cisco empower SMBs to leverage market trends?

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

Answer: B

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

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