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Cisco 700-750 Exam Syllabus Topics:

Topic	Details

Topic 1	• 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 2	• 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 3	• 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 4	• 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 5	• 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 6	• 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 7	• 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.

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

NEW QUESTION # 55
How does Cisco help SMBs with security?

- A. endpoint security with threat hunting and vulnerability management
- B. decentralized security policy
- C. only priority applications should have zero trust-based access with multifactor authentication
- D. only check internal emails for phishing

Answer: A

Explanation:
Cisco assists SMBs in enhancing their security posture through endpoint security that includes threat hunting and vulnerability management. This approach provides a robust defense against a wide range of cyber threats by actively seeking out potential security issues and managing vulnerabilities before they can be exploited.
Cisco's endpoint security solutions are designed to protect against advanced threats at every endpoint, regardless of where users connect to the network1. This proactive stance on security helps SMBs safeguard their assets and maintain business continuity in the face of evolving cyber threats. References :=
*Small and Medium Business Security Solutions - Cisco1. ==========

NEW QUESTION # 56
What is the main goal of Cisco's partner strategy in the SMB market?

- A. To increase product diversity
- B. To reduce market presence
- C. To align with SMB objectives
- D. To maximize profit margins

Answer: C

Explanation:
Comprehensive and Detailed In-Depth Explanation:Cisco's partner strategy in the SMB market focuses on empowering partners to deliver solutions that align with the specific objectives of small and medium businesses. This involves understanding SMB needs-such as simplicity, affordability, and scalability-and enabling partners to provide tailored technology solutions that drive business outcomes like operational efficiency, security, and growth. Programs like the Cisco Partner Program and initiatives such as GPSA (Global Partner Solution Advisors) emphasize collaboration with partners to meet SMB goals, rather than solely focusing on Cisco's profits or product diversity. For instance, Cisco equips partners with tools like the SMB Specialization and Business Value Demonstrations to ensure solutions resonate with SMB priorities, fostering long-term customer success over short-term financial gains.
* A. To maximize profit margins:While profitability is important, Cisco's strategy prioritizes partner enablement and customer success over purely maximizing margins, as evidenced by its investment in partner training and free resources like GPSA.
* C. To reduce market presence:This contradicts Cisco's goal of expanding its SMB market share through partners.
* D. To increase product diversity:While Cisco offers diverse products, the primary aim is not diversity for its own sake but ensuring those products meet SMB needs effectively.
Thus, aligning with SMB objectives (B) is the core of Cisco's partner strategy, as it builds trust and drives adoption in this segment.
References:Cisco Partner Program documentation (cisco.com/go/partners) and SMB-focused resources like the "SMB Partner Success Guide" highlight the focus on aligning with SMB goals to drive mutual success.
The 700-750 SMBE exam objectives also emphasize understanding SMB needs and partner roles in meeting them.

NEW QUESTION # 57
Which Cisco product allows secure internet access?

- A. Webex
- B. Meraki
- C. Umbrella
- D. Duo

Answer: C

Explanation:
Cisco Umbrella provides secure internet access by acting as a cloud-delivered security service. It offers protection against threats on the internet wherever users go. With Umbrella, IT administrators can ensure that company policies are enforced, and users are protected from malicious sites and content. It's designed to provide the first line of defense against threats on the internet by blocking unwanted content before it reaches the network or endpoints12.
References := 1: Cisco Secure Access - Secure Internet Access - Cisco 2: Introducing Cisco Secure Access - Cisco Blog

NEW QUESTION # 58
How is Cisco leveling the playing field between virtual and in-person workers?

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

Answer: A

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 # 59
How does Cisco help SMBs to be truly smart?

- A. utilities cost control
- B. operational inefficiencies
- C. secure connectivity
- D. employee automation

Answer: C

Explanation:
Cisco aids SMBs in becoming truly smart by providing secure connectivity solutions. These solutions are designed to enable employees to work safely and reliably from anywhere, at any time. Cisco's offerings, such as Meraki Wi-Fi for public or private connectivity, ensure speed, scale, and security. Additionally, Cisco's smart office technology solutions leverage intelligent workplace technologies like Meraki cameras for security and smart building automation, and environmental sensors for a smarter, safer, and more sustainable future. This secure connectivity is fundamental to enabling smart operations and empowering SMBs to take advantage of digital opportunities.
References := Cisco Smart Office Technology Solutions for SMBs, Small and Medium Business Products - Cisco, The Smart SMB With Cisco's Smart SMB.

NEW QUESTION # 60
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