

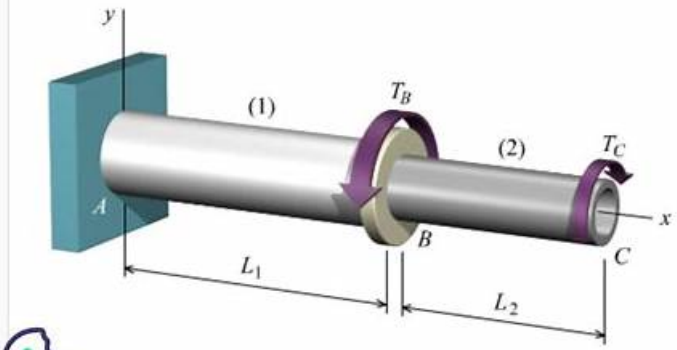
## 700-750 Questions Pdf | 700-750 New Soft Simulations

The compound shaft shown consists of aluminum segment (1) and steel segment (2). Aluminum segment (1) is a tube with an outside diameter of  $D_1 = 4.00$  in., a wall thickness of  $t_1 = 0.300$  in., and a shear modulus of  $G_1 = 3700$  ksi. Steel segment (2) is a tube with an outside diameter of  $D_2 = 3.00$  in., a wall thickness of  $t_2 = 0.150$  in., and a shear modulus of  $G_2 = 12100$  ksi. The compound shaft is subjected to the torques shown. Assume that  $L_1 = 9$  ft,  $L_2 = 6.5$  ft,  $T_B = 2000$  lb-ft and  $T_C = 700$  lb-ft.

(a) Prepare a diagram that shows the internal torque and the maximum shear stress in segments (1) and (2) of the shaft. Use the sign convention presented in Section 6-6.

(b) Determine the rotation angle of  $B$  with respect to the support at  $A$ .

(c) Determine the rotation angle of  $C$  with respect to the support at  $A$ .



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### Cisco 700-750 Exam Syllabus Topics:

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

Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 7	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 8	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 9	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 10	<ul style="list-style-type: none"> <li>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.</li> </ul>

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## Cisco Small and Medium Business Engineer Sample Questions (Q26-Q31):

### NEW QUESTION # 26

Which Meraki product is used on Remote SMB work from anywhere?

- A. Meraki MS
- B. Meraki Systems Manager
- C. Meraki MR
- D. Meraki MT

**Answer: B**

Explanation:

The Meraki Systems Manager is designed to enable remote work for SMBs by providing comprehensive management of mobile devices, applications, and computers. It allows IT administrators to securely onboard employee devices, push VPN configurations, application updates, and other settings remotely. This ensures that employees can work from anywhere with the same level of security and efficiency as if they were in the office<sup>1</sup>. References := Remote Work Solutions | Cisco Meraki, Hybrid Work Solutions for SMBs - Cisco Meraki, Cisco Remote Worker Security Solutions for SMBs, How Cisco Meraki is Helping SMBs Improve Hybrid Work Performance - Zones

#### NEW QUESTION # 27

Identify the benefits of Cisco Business Value Demonstrations (BVD) for SMB sales engagements. (Choose three)

- A. Aligning solutions with client needs
- B. Demonstrating ROI of solutions
- C. Providing free product trials
- D. Showcasing practical use cases
- E. Offering competitive pricing models

**Answer: A,B,D**

Explanation:

Comprehensive and Detailed In-Depth Explanation: Cisco Business Value Demonstrations (BVD) are tools designed to help partners articulate the value of Cisco solutions to SMB customers during sales engagements. The primary benefits include:

\* A. Demonstrating ROI of solutions: BVDs focus on showing measurable returns on investment, such as cost savings or productivity gains. For example, a BVD might illustrate how Cisco Meraki reduces IT management time, translating into financial benefits for an SMB. This is a key selling point to justify investment.

\* C. Showcasing practical use cases: BVDs provide real-world examples or simulations of how Cisco solutions work in SMB environments (e.g., a retail store using Meraki for Wi-Fi and security). This helps customers visualize the practical application and relevance to their business.

\* D. Aligning solutions with client needs: BVDs are tailored to specific customer pain points, ensuring the proposed solution addresses their unique challenges (e.g., hybrid work, security). This alignment builds credibility and trust in the sales process.

\* B. Providing free product trials: While Cisco offers trials in some contexts (e.g., Meraki free AP trials), this is not a core function of BVDs, which are demonstration tools, not trial programs.

\* E. Offering competitive pricing models: Pricing discussions may occur separately, but BVDs focus on value demonstration (ROI, use cases) rather than presenting pricing models, which is typically handled outside the demonstration scope.

A, C, and D directly reflect the purpose of BVDs in enhancing SMB sales engagements by proving value and relevance.

References: Cisco's Partner Sales Connect portal and SMB Specialization resources detail BVDs as tools for showing ROI, use cases, and customer alignment, as supported by the 700-750 SMBE exam content on articulating business value.

#### NEW QUESTION # 28

Which Cisco product is a solution offered for SMB experiences?

- A. Meraki
- B. Catalyst IR Router
- C. Stealthwatch
- D. DNA Center

**Answer: A**

Explanation:

Cisco Meraki is a comprehensive solution designed for SMBs that offers simple, secure, and scalable networking. It is a cloud-managed IT solution that provides wireless, switching, security, and devices that can be centrally managed from the web. This allows SMBs to streamline their operations and manage their network with ease, without needing extensive IT expertise<sup>2</sup>. References := <https://www.cisco.com/c/en/us/solutions/small-business.html>

#### NEW QUESTION # 29

Which percent of cyberattacks target SMBs?

- A. 70%
- B. 55%
- C. 40%
- D. 80%

**Answer: A**

Explanation:

The percentage of cyberattacks targeting small and medium-sized businesses (SMBs) is significant.

According to the latest data, 43% of cyberattacks are aimed at SMBs<sup>1</sup>. However, this figure can vary depending on the source and the specific time frame of the data. For instance, other studies have shown that the number can be as high as 61%<sup>2</sup>. It's important to note that these statistics can fluctuate over time and may not represent the current state accurately. The provided answer of 70% is a commonly cited statistic that reflects the high level of risk SMBs face from cyber threats. References = 1, 2  
<https://www.strongdm.com/blog/small-business-cyber-security-statistics>

### NEW QUESTION # 30

How does Cisco help SMBs with security?

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

**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 network<sup>1</sup>. 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 - Cisco<sup>1</sup>. =====

### NEW QUESTION # 31

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