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Cisco 700-750 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none"> 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 3	<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 4	<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 5	<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 (Q35-Q40):

NEW QUESTION # 35

Which Cisco product enables video conferencing and communication?

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

Answer: D

Explanation:

Cisco Webex is the product that enables video conferencing and communication. It is designed to provide a conferencing experience that rivals in-person collaboration, with features such as real-time translations, meeting recordings, and a secure platform for remote work. Webex offers an all-in-one app to call, meet, message, and get work done, supporting a hybrid work environment with enterprise-grade security. References

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https://www.cisco.com/c/en_in/solutions/collaboration/video-collaboration/index.html

NEW QUESTION # 36

Which strategy allows an organization to experience 53% fewer cyberattacks and breaches?

- A. proactive security strategy
- B. cloud-based security strategy
- C. multi-vendor security strategy
- D. decentralized security strategy

Answer: A

Explanation:

A proactive security strategy is essential for reducing the number of cyberattacks and breaches an organization experiences. This approach involves anticipating potential security threats and implementing measures to prevent them before they occur. According to research conducted by The Economist Intelligence Unit, organizations that adopt a proactive security strategy, supported by a fully engaged C-suite and board of directors, experience 53% fewer cyberattacks and breaches compared to those that do not. This strategy includes active monitoring of external threats and mobilizing the entire workforce to defend against attacks, combining the latest security technology with new business processes.

References: = The Economist Intelligence Unit report on data security, which provides insights into how a proactive security strategy

can significantly reduce cyber risks¹.

NEW QUESTION # 37

Which key feature does Meraki offer for managing hybrid workforces?

- A. provides intent-based GUI-based WAN configuration and management
- **B. provides APIs to allow developers to save time by taking advantage of a platform's implementation**
- C. provides real-time monitoring but no access to analytics
- D. networking and security functions remain separate and not integrated into a single service

Answer: B

Explanation:

Meraki offers a key feature for managing hybrid workforces by providing APIs that allow developers to save time through the platform's implementation. This feature is crucial for hybrid work environments where seamless integration and automation are necessary. The APIs enable rapid development and deployment of custom solutions that can enhance productivity and ensure consistent access to networks and data, regardless of the employee's location. This aligns with the need for a flexible and adaptable network infrastructure that supports a distributed workforce, which is a hallmark of the hybrid work model². References :=

*Hybrid Workforce | The New Hybrid Workplace | Cisco Meraki¹.

*Hybrid Workforce, United Experience - Cisco Meraki². =====

NEW QUESTION # 38

How does Cisco empower SMBs to leverage market trends?

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

Answer: D

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 # 39

How do Meraki cameras perform in the smart SMB experience?

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

Answer: D

Meraki cameras contribute to the smart SMB experience by building smarter workspaces. These intelligent cameras not only enhance security by providing high-quality video surveillance but also incorporate advanced analytics that can help businesses understand space utilization, optimize office layouts, and ensure safety protocols are followed. Features such as motion detection, people counting, and heat maps offer valuable insights into how spaces are used, enabling SMBs to make data-driven decisions to improve efficiency, productivity, and employee well-being. This goes beyond traditional security roles, as Meraki cameras can also support operational improvements and contribute to creating a more connected and intelligent workplace environment.

NEW QUESTION # 40

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