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Generally speaking, preparing for the 700-750 exam is a very hard and even some suffering process. Because time is limited, sometimes we have to spare time to do other things to review the exam content, which makes the preparation process full of pressure and anxiety. But from the point of view of customers, our 700-750 Study Materials will not let you suffer from this. As mentioned above, our 700-750 study materials have been carefully written, each topic is the essence of the content. Only should you spend about 20 - 30 hours to study 700-750 study materials carefully can you take the exam.

Cisco 700-750 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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	• 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	• 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 6	• 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 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.
Topic 8	• 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 9	• 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.
Topic 10	• 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.

Cisco Small and Medium Business Engineer Sample Questions (Q47-Q52):

NEW QUESTION # 47
What role does Cisco's engineering programs play in SMB sales?

- A. Decreasing product relevance
- B. Enhancing technical sales knowledge
- C. Reducing customer engagement

- D. Limiting sales to technology experts

Answer: B

Explanation:
Comprehensive and Detailed In-Depth Explanation:Cisco's engineering programs, such as the Global Partner Solution Advisors (GPSA) and technical training within the Cisco Partner Program, play a vital role in enhancing technical sales knowledge for SMB sales. These programs provide partners with access to Cisco's expert engineers, who mentor sales teams and field engineers on product capabilities, deployment strategies, and customer use cases tailored to SMB needs. This technical expertise enables partners to articulate the value of Cisco solutions (e.g., Meraki, Umbrella) effectively, addressing SMB pain points like security, scalability, and simplicity. For instance, GPSA offers no-cost coaching on active deals, boosting partners' ability to close sales by demonstrating deep technical understanding-key in a market where SMBs often lack in-house IT expertise and rely on partners for guidance.
* A. Decreasing product relevance:This contradicts the purpose of engineering programs, which aim to increase relevance by aligning solutions with SMB needs.
* B. Reducing customer engagement:These programs enhance engagement by equipping partners to better address customer questions and concerns.
* D. Limiting sales to technology experts:Rather than restricting sales, the programs democratize technical knowledge, enabling a broader range of sales teams to succeed without requiring them to be technology experts initially.
Enhancing technical sales knowledge (C) directly supports Cisco's goal of driving SMB adoption through informed, capable partners.
References:Cisco Partner Program resources (cisco.com/go/partners) and GPSA documentation (gpsa.cisco.
com) emphasize technical enablement for sales success, aligned with the 700-750 SMBE exam focus on partner capabilities in SMB markets.

NEW QUESTION # 48
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 # 49
Identify the benefits of Cisco Business Value Demonstrations (BVD) for SMB sales engagements. (Choose three)

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

Answer: A,C,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 # 50

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

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

Answer: A

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 office1. 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 # 51

How does Cisco help SMBs to be truly smart?

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

Answer: D

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 # 52

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