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Cisco 700-750 Exam Syllabus Topics:

Topic	Details

Topic 1	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 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	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 4	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 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	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 7	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 8	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.

Cisco Small and Medium Business Engineer Sample Questions (Q66-Q71):

NEW QUESTION #66

Which Cisco product is essential for SMBs to manage hybrid workforces effectively?

- A. Cisco DNA Center
- B. Cisco Meraki
- C. Cisco Umbrella
- D. Cisco Webex

Answer: B

Explanation:

Comprehensive and Detailed In-Depth Explanation:Cisco Meraki is a cloud-managed IT solution that is particularly essential for small and medium businesses (SMBs) to manage hybrid workforces effectively.

Hybrid workforces require flexible, secure, and scalable networking solutions that can support employees working from various locations-home, office, or on the go. Meraki's portfolio, including wireless access points, switches, and security appliances, is managed through a centralized cloud dashboard, allowing SMBs to monitor and managetheir networks remotely with ease. This is critical for ensuring connectivity, security, and operational efficiency in a hybrid work environment, where traditional on-premises management might be impractical due to limited IT resources.

Cisco DNA Center, while powerful for network automation and analytics, is more suited for larger enterprises with complex campus networks, not typically the primary need for SMBs managing hybrid workforces. Cisco Umbrella provides cloud-delivered security (DNS-layer protection), which is valuable but not comprehensive enough alone to manage a hybrid workforce's networking needs. Cisco Webex is a collaboration tool focused on communication (video conferencing, messaging), not a complete solution for managing the underlying network infrastructure of a hybrid workforce. Meraki's cloud-managed approach directly addresses the agility and simplicity SMBs need for hybrid work.

References: Cisco's Small and Medium Business Technology Solutions documentation (cisco.com) highlights Meraki's role in providing secure, cloud-managed networking for hybrid workforces, as seen in case studies like Mike's Bikes, which improved employee and customer experiences using Meraki across multiple locations.

NEW QUESTION #67

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

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

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 teams 1. References := Cisco Global Hybrid Work Study 2022

NEW QUESTION #68

Which Cisco product is a solution offered for SMB experiences?

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

Answer: C

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 12. References := https://www.cisco.com/c/en/us/solutions/small-business.html

NEW QUESTION #69

What is Cisco Networking Cloud?

- A. integrated platform for on-premises and cloud operating models
- B. web-based platform for network engineers to store, track, and collaborate on network projects
- C. cloud storage for network configurations
- D. cloud storage for holding authentication keys

Answer: A

Explanation:

Cisco Networking Cloud is an integrated platform designed to provide connectivity to and between applications and workloads across various environments, including clouds, cloud services, on-premises data centers, and edge networks. It is crucial for the performance, security, and efficient management of hybrid cloud and multicloud environments. This platform facilitates the simplification of lifecycle management, assures user-experience, reduces time to market for service rollout, lowers operational costs,

and minimizes risk for applications and data.

References: = You can find more details about Cisco Networking Cloud and its benefits on Cisco's official page on cloud networking1.

NEW QUESTION #70

Partners must understand one another's purpose and goal. What does Cisco consider its purpose?

- A. to maximize profits
- B. to limit global connectivity
- C. to power an inclusive future for all
- D. to dominate the market

Answer: C

Explanation:

Cisco's purpose is centered around creating a more inclusive future for all. This is reflected in their commitment to leveraging technology to address societal challenges, close the digital divide, and promote equality and social justice. Cisco actively works towards a sustainable and regenerative planet, emphasizing the importance of diversity, equity, and inclusion within and beyond the company. Their purpose goes beyond profit maximization or market dominance; it is about using their resources and influence to make a positive impact on society and the environment. References = Cisco's Purpose

NEW QUESTION #71

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Just like the old saying goes, there is no royal road to success, and only those who do not dread the fatiguing climb of gaining its numinous summits. In a similar way, there is no smoothly paved road to the 700-750 certification. You have to work on it and get started from now. If you want to gain the related certification, it is very necessary that you are bound to spend some time on carefully preparing for the 700-750 Exam, including choosing the convenient and practical study materials, sticking to study and keep an optimistic attitude and so on.

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