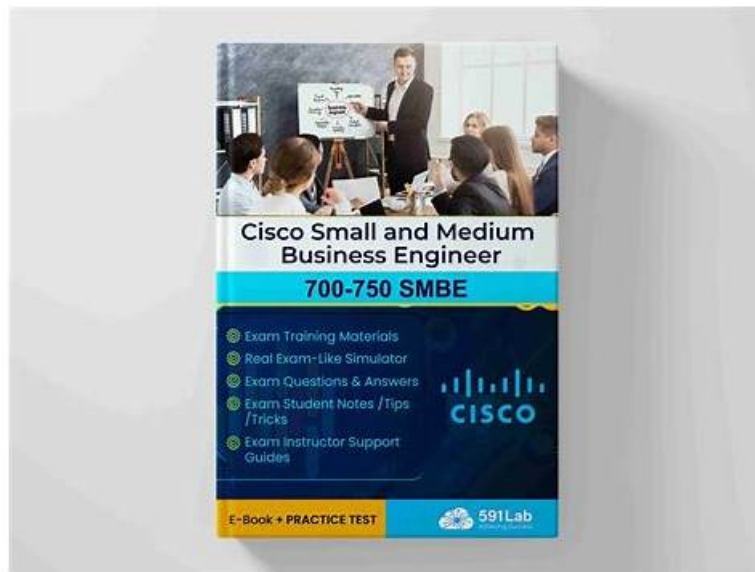


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Cisco 700-750 Exam Syllabus Topics:

Topic	Details
Topic 1	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 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	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 4	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 5	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 6	• 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 7	• 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 8	• 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.

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Cisco Small and Medium Business Engineer Sample Questions (Q61-Q66):

NEW QUESTION # 61

Which Cisco product allows secure internet access?

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

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 # 62

How is Cisco transforming the modern workplace?

- A. by focusing on products that drive increased revenue
- B. by offering a range of solutions designed to enable, enhance, and empower the modern workplace experience
- C. investing in artificial intelligence and machine learning
- D. by modernizing public infrastructure

Answer: B

Explanation:

Cisco is transforming the modern workplace by providing a suite of networking, security, cloud, and collaboration solutions that support businesses in adapting to new work environments. These solutions are aimed at creating Trusted Workplaces that enable a Safe Return to Office and support a Secure Remote Workforce. This includes technologies that automate and secure network connectivity, provide social density and proximity insights for employee health and safety, and enable collaboration through tools like Webex, which leverage AI, sensors, and alerts to facilitate work from anywhere¹².

References := Cisco Shapes the Future of Work, Cisco Powers Hybrid Work

NEW QUESTION # 63

Which security challenge do SMBs face?

- A. 98% of breaches are human error
- **B. too many security products**
- C. global excess of security experts
- D. too little vendor support

Answer: B

Explanation:

Small and medium-sized businesses (SMBs) often face the challenge of navigating through an overwhelming number of security products. This can lead to complexity and confusion, making it difficult for SMBs to choose the right solutions and effectively manage their cybersecurity posture. Unlike larger organizations, SMBs typically have limited resources and may not have dedicated security personnel, which exacerbates the challenge of dealing with too many security products. The key is finding a balance between having enough security to protect against threats and not having so much that it becomes unmanageable or too costly.

References :=

*Cisco's Small Business Cybersecurity Report highlights that SMBs are tackling cybersecurity challenges and how their efforts compare to larger organizations¹.

*The 2021 Security Outcomes Study for SMBs by Cisco provides insights into the experiences of SMBs with cybersecurity, emphasizing the importance of managing risk and operating efficiently².

*Cisco's insights on cybersecurity for small and mighty businesses discuss the challenges SMBs face, including the lack of talent and skills and the need to simplify their cybersecurity approach³.

NEW QUESTION # 64

Which Cisco solution enables a hybrid experience and offers a VPN solution?

- A. edge computing
- B. remote solution
- C. cloud solution
- **D. on-premises solution**

Answer: D

Explanation:

Cisco's on-premises solutions, including their integrated services routers and security appliances, support the implementation of Virtual Private Networks (VPNs), which are crucial for creating a secure and encrypted connection over a less secure network, such as the internet. This becomes especially important for businesses adopting hybrid work models, where employees split their time between working on-site and remotely. The VPN solution allows remote workers to safely access the company's internal network, ensuring that sensitive data remains protected, even when accessed from outside the office. This hybrid experience is enabled by on-premises VPN solutions, as they provide the necessary infrastructure to support secure remote access.

References: Cisco Small Business Solutions

NEW QUESTION # 65

Which Cisco program offers knowledge about security resilience and how the Cisco Secure portfolio can help customers achieve it?

- A. U-Learn
- B. MINT
- **C. Fire Jumper**
- D. EBC

Answer: C

Explanation:

The Cisco Fire Jumper program is designed to provide knowledge about security resilience and how the Cisco Secure portfolio can assist customers in achieving it. This program educates and enables partners on Cisco's security architecture, helping them to

understand and sell Cisco security solutions effectively. It covers various aspects of security resilience, including threat defense, secure network access, and end-to-end protection, which are all crucial elements of the Cisco Secure portfolio.
 References = Protect Your Business with Security Resilience - Cisco, What Is Security Resilience? - Cisco, Evaluate your Organisation's Security Resilience in Minutes - Cisco, Investor Relations - Cisco Delivers Security Portfolio Simplification, Seeking security resilience? - pseudoco.cisco.com

NEW QUESTION # 66

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