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Cisco 700-750 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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 2	<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 3	<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 4	<ul style="list-style-type: none"> • 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 5	<ul style="list-style-type: none"> • 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 6	<ul style="list-style-type: none"> • 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.

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Cisco Small and Medium Business Engineer Sample Questions (Q51-Q56):

NEW QUESTION # 51

Which Cisco product is part of the smart experience for empowering IT?

- A. Meraki Sensors
- B. Umbrella
- **C. Meraki Insight**
- D. Meraki Cameras

Answer: C

Explanation:

Meraki Insight is part of Cisco's smart experience aimed at empowering IT. It provides end-to-end visibility on the network, which is crucial for IT teams to ensure a high-quality user experience. By leveraging Meraki Insight, IT can proactively monitor and troubleshoot network issues, thus empowering them to manage the network more efficiently and effectively. References := 1, 2
<https://newsroom.cisco.com/c/r/newsroom/en/us/a/y2022/m06/cisco-delivers-simpler-smarter-networks-with-a-m>

NEW QUESTION # 52

How do Meraki cameras perform in the smart SMB experience?

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

- D. building a smarter network

Answer: C

Explanation:

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.

References: Cisco Meraki

NEW QUESTION # 53

Which of the following is a primary concern that Cisco's security solutions address for SMBs?

- A. Cost reduction
- B. Brand awareness
- **C. Cybersecurity threats**
- D. Marketing strategies

Answer: C

Explanation:

Comprehensive and Detailed In-Depth Explanation: Cisco's security solutions for SMBs, such as Cisco Umbrella, Secure Firewall, and Duo, are primarily designed to address cybersecurity threats. SMBs face increasing risks from ransomware, phishing, and data breaches, often due to limited resources to combat these threats. Cisco emphasizes protecting SMBs from these risks by offering simplified, effective security tools that safeguard networks, endpoints, and cloud environments. For example, Cisco Umbrella provides DNS-layer security to block malicious domains, while Duo offers multi-factor authentication to prevent unauthorized access—both directly tackling cybersecurity concerns prevalent among SMBs.

* A. Cost reduction: While Cisco solutions may reduce costs indirectly (e.g., by preventing breaches), this is not their primary focus; security is the core concern.

* B. Brand awareness: This is a marketing goal, not a concern addressed by security solutions.

* D. Marketing strategies: This is unrelated to the purpose of Cisco's security portfolio, which focuses on technical protection rather than business promotion.

Cybersecurity threats (C) stand out as the primary concern Cisco targets, aligning with industry trends showing SMBs as frequent targets of cyberattacks.

References: Cisco's SMB Security Solutions page (cisco.com/go/smbsecurity) and case studies like Sentara Healthcare's use of Duo highlight cybersecurity as the top priority. The 700-750 SMBE exam objectives also cover identifying SMB security needs, reinforcing this focus.

NEW QUESTION # 54

Which optional Cisco product enhances workspaces within Remote SMB?

- A. Catalyst Access Point
- **B. Meraki Cameras**
- C. XDR
- D. ISR 900

Answer: B

Explanation:

Meraki Cameras are part of Cisco's cloud-managed solutions that enhance remote SMB workspaces by providing security and connectivity. These cameras can be integrated into the network for monitoring and security purposes, offering a flexible and scalable solution that supports the needs of remote workers.

References: 1

<https://www.cisco.com/c/en/us/solutions/small-business/secure-remote-workers.html>

NEW QUESTION # 55

What is a crucial concern for Hybrid SMBs?

- A. more data with too little contextualization
- B. process automation
- C. protect employees, devices, and company data
- D. complexity of applications

Answer: C

Explanation:

For Hybrid SMBs, a crucial concern is the protection of employees, devices, and company data. As businesses adopt hybrid work models, they face unique security challenges. These include securing data across different networks and devices, protecting against cyber threats in a more complex IT environment, and ensuring that employees can work safely from any location. Effective integration of technologies to ensure robust security is essential, requiring expertise and a strategic approach¹.

References := The Importance of Hybrid Cloud for SMBs - Spiceworks

NEW QUESTION # 56

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