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Cisco 700-750 Exam Syllabus Topics:

Topic	Details
Topic 1	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 2	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 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	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 5	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 (Q40-Q45):

NEW QUESTION # 40

How is Cisco transforming the modern workplace?

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

Answer: C

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 # 41

How does Cisco empower SMBs to leverage market trends?

- A. By reducing their market presence
- B. By limiting access to new technologies
- C. By offering competitive pricing only
- **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 # 42

How does Cisco help SMBs with security?

- A. only priority applications should have zero trust-based access with multifactor authentication
- B. decentralized security policy
- C. only check internal emails for phishing
- **D. endpoint security with threat hunting and vulnerability management**

Answer: D

Explanation:

Cisco assists SMBs in enhancing their security posture through endpoint security that includes threat hunting and vulnerability management. This approach provides a robust defense against a wide range of cyber threats by actively seeking out potential security issues and managing vulnerabilities before they can be exploited.

Cisco's endpoint security solutions are designed to protect against advanced threats at every endpoint, regardless of where users connect to the network¹. This proactive stance on security helps SMBs safeguard their assets and maintain business continuity in the face of evolving cyber threats. References :=

*Small and Medium Business Security Solutions - Cisco¹. =====

NEW QUESTION # 43

How do Meraki cameras perform in the smart SMB experience?

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

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 # 44

What is the main goal of Cisco's partner strategy in the SMB market?

- A. To increase product diversity
- **B. To align with SMB objectives**
- C. To reduce market presence
- D. To maximize profit margins

Answer: B

Explanation:

Comprehensive and Detailed In-Depth Explanation: Cisco's partner strategy in the SMB market focuses on empowering partners to deliver solutions that align with the specific objectives of small and medium businesses. This involves understanding SMB needs—such as simplicity, affordability, and scalability—and enabling partners to provide tailored technology solutions that drive business outcomes like operational efficiency, security, and growth. Programs like the Cisco Partner Program and initiatives such as GPSA (Global Partner Solution Advisors) emphasize collaboration with partners to meet SMB goals, rather than solely focusing on Cisco's profits or product diversity. For instance, Cisco equips partners with tools like the SMB Specialization and Business Value Demonstrations to ensure solutions resonate with SMB priorities, fostering long-term customer success over short-term financial gains.

* A. To maximize profit margins: While profitability is important, Cisco's strategy prioritizes partner enablement and customer success over purely maximizing margins, as evidenced by its investment in partner training and free resources like GPSA.

* C. To reduce market presence: This contradicts Cisco's goal of expanding its SMB market share through partners.

* D. To increase product diversity: While Cisco offers diverse products, the primary aim is not diversity for its own sake but ensuring those products meet SMB needs effectively.

Thus, aligning with SMB objectives (B) is the core of Cisco's partner strategy, as it builds trust and drives adoption in this segment.

References: Cisco Partner Program documentation (cisco.com/go/partners) and SMB-focused resources like the "SMB Partner Success Guide" highlight the focus on aligning with SMB goals to drive mutual success.

The 700-750 SMCB exam objectives also emphasize understanding SMB needs and partner roles in meeting them.

NEW QUESTION # 45

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