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Cisco Small and Medium Business Engineer Sample Questions (Q15-Q20):

NEW QUESTION # 15

Which key feature does Meraki offer for managing hybrid workforces?

- A. provides real-time monitoring but no access to analytics
- B. provides intent-based GUI-based WAN configuration and management
- C. networking and security functions remain separate and not integrated into a single service
- **D. provides APIs to allow developers to save time by taking advantage of a platform's implementation**

Answer: D

Explanation:

Meraki offers a key feature for managing hybrid workforces by providing APIs that allow developers to save time through the platform's implementation. This feature is crucial for hybrid work environments where seamless integration and automation are necessary. The APIs enable rapid development and deployment of custom solutions that can enhance productivity and ensure consistent access to networks and data, regardless of the employee's location. This aligns with the need for a flexible and adaptable network infrastructure that supports a distributed workforce, which is a hallmark of the hybrid work model^{1,2}. References :=

*Hybrid Workforce | The New Hybrid Workplace | Cisco Meraki¹.

*Hybrid Workforce, United Experience - Cisco Meraki². =====

NEW QUESTION # 16

Which Cisco-provided tool do partners use for a demo of the SMB Experiences?

- A. VMware
- B. CML
- C. Meraki Demo Builder
- **D. BVD**

Answer: D

Explanation:

Partners use Business Value Demonstrations (BVD) to demo the SMB Experiences provided by Cisco. BVDs are interactive tools that allow partners to showcase the value of Cisco solutions in a tangible and engaging way. They help in illustrating the potential benefits and operational efficiencies that Cisco's solutions can bring to small and medium-sized businesses. By using BVDs, partners can effectively demonstrate how Cisco's products and services can be tailored to meet the unique needs of the SMB market.

References:

*Cisco's official exam overview, which includes a section on understanding Business Value Demonstrations¹.

*Information on the Cisco Business Dashboard, which is another tool for managing Cisco solutions but not specifically for SMB Experiences demonstrations².

*Blog post discussing the SMB Experience Explorer tool, which helps SMB customers find the right Cisco solutions³.

*Sign up page for learning more about the Cisco Experience Explorer, which is a lead generation tool for partners⁴.

NEW QUESTION # 17

For an SMB, which Cisco products are essential for ensuring application performance? (Choose three)

- A. Cisco Talos
- **B. Cisco HyperFlex**
- **C. Cisco Catalyst**
- D. Cisco Nexus
- **E. Cisco AppDynamics**

Answer: B,C,E

Explanation:

Comprehensive and Detailed In-Depth Explanation: Ensuring application performance is critical for SMBs to maintain productivity and customer satisfaction, and Cisco offers several products tailored to this need:

* A. Cisco AppDynamics: This application performance monitoring (APM) tool provides real-time visibility into application behavior, identifying bottlenecks and optimizing performance across cloud, hybrid, or on-premises environments. For SMBs, its insights into user experience and app health are essential, especially for business-critical apps like e-commerce platforms or collaboration tools.

* B. Cisco Catalyst: The Catalyst series (e.g., Catalyst 9000 switches) enhances network performance, which directly impacts application delivery. Features like Quality of Service (QoS) and SD-WAN capabilities ensure applications run smoothly by prioritizing traffic and reducing latency, a must for SMBs with limited bandwidth.

* C. Cisco HyperFlex: This hyperconverged infrastructure solution combines compute, storage, and networking to support applications with high performance and scalability. For SMBs running virtualized apps or needing simplified IT, HyperFlex ensures consistent performance, as seen in deployments for retail or healthcare SMBs.

* D. Cisco Talos: Talos is Cisco's threat intelligence organization, not a product for application performance. It supports security, not direct app optimization.

* E. Cisco Nexus: While Nexus switches excel in data center performance, they're overkill for most SMBs, which typically don't operate large-scale data centers and focus on simpler networking needs met by Catalyst.

A, B, and C are the most relevant Cisco products for SMBs to ensure application performance across monitoring, networking, and infrastructure.

References: Cisco's "Application Performance for SMBs" resources (cisco.com/go/smb) and product pages for AppDynamics, Catalyst, and HyperFlex (cisco.com) emphasize their roles, aligned with the 700-750 SMBE exam objectives on optimizing SMB IT environments.

NEW QUESTION # 18

Which Cisco product allows secure internet access?

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

Answer: A

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 # 19

How does Cisco help SMBs to be truly smart?

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

Answer: A

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.

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